

MAR 29th 1917

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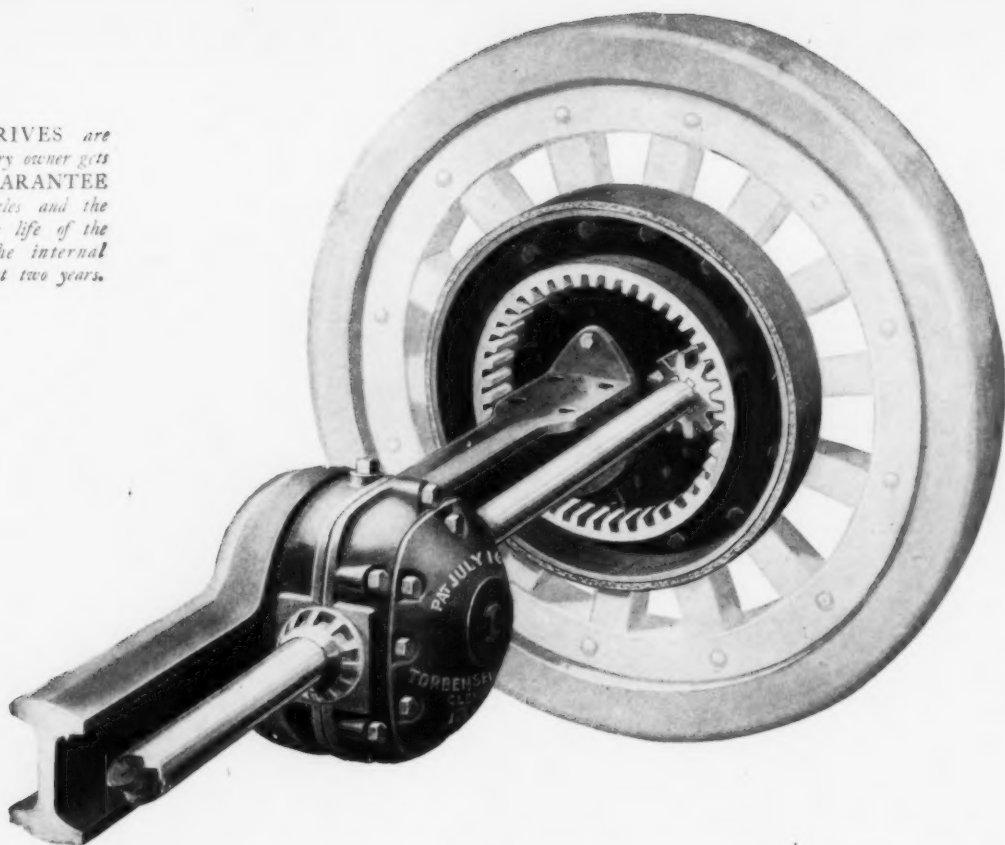
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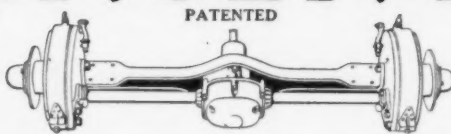
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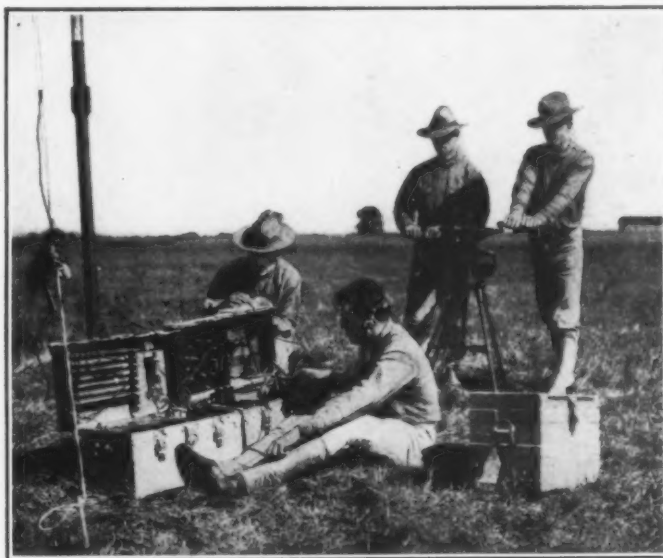
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EDITED BY JOHN A. SLEICHER
"In God We Trust"

CXXIV

THURSDAY, MARCH 29, 1917

No. 3212



HAND POWER FOR THE WIRELESS IN THE FIELD

The inconvenience and difficulty of establishing lines of communication between detachments of an army in service brought the portable wireless outfit into use. In this picture, a wireless operator of the United States Marine Corps is sending a message for which the current is supplied by the hand generator, being operated by two more marines in the rear. This small set of instruments has a range of 25 miles. An army is no longer a body of men whose sole business is fighting. In every branch of military and naval service men of every trade and occupation are in demand. Young men who are familiar with telegraphy and electrical engineering are among those who will be particularly useful. Men cannot be adequately trained in technical matters in a crisis. A system of universal military training would put at the country's call the skilled men so essential in an emergency.

CONTENTS

Cover Design	Charles Sarka	
A Seventeen-Year Revolution	W. E. Aughinbaugh	346
Editorial		347
Flames of War		348
America and the New Russia	Lucian Swift Kirtland	349
Greyhounds of the Sea		350
Men Who Are Making America	B. C. Forbes	351
What Business Needs Most	Robert Barton	354
England Has 50,000 War Widows		355
Seen in the World of Sport	Ed A. Goewey	356
People Talked About		357
Pictorial Digest of the World's News		358-59
The Language of the Navy		360
Watching the Nation's Business	Thomas F. Logan	363
Alaska's Semi-Centennial	Thomas F. Logan	364
The Trend of Public Opinion	Charlton Bates Strayer	365
On Being Scared to Death	Dr. Kellogg Speed	366
Sea Wasps: A New Naval Force		368
Export Promotion Bureau	W. E. Aughinbaugh	369
Jasper's Hints to Money-Makers		370

EDITORIAL AND BUSINESS DIRECTORY

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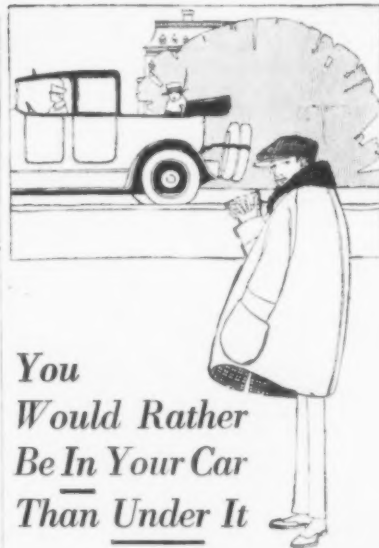
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A SEVENTEEN-YEAR REVOLUTION

BY W. E. AUGHINBAUGH

UNQUESTIONABLY the most important result of the great war, to date, is the revolt of the Russian people against the House of Romanoff. The sleeping giant has at last awakened and the traditions of centuries behind which a despotism has reigned for 300 years are shattered. Liberty's greatest advance since the abolition of slavery apparently has been made by an almost bloodless revolution.

It is impossible to forecast the stupendous world results which must follow the rise of a liberal government in Russia, but it is not over-exaggeration to assert that they are likely to equal those of the French Revolution. Potentially Russia is the most powerful and resourceful country in Europe. The development of her untold wealth must have a mighty influence on world economics.

Those directing the revolution apparently have shown a discretion and judgment in their work that stamps them as leaders of men. This is most prominently exemplified in the selection of the coalition cabinet now ruling Russia.

The new government's proclamations, if carried out, mean the liberation and elevation of nearly two hundred millions of people, for, despite the modernizing of her neighbors, Russia remained largely medieval, the masses of her population being densely ignorant, superstitious, oppressed, exploited, and poor. The old regime whereby these hordes of human beings were used as pawns by those in power is not likely to return. Religious liberty has



NO LONGER UNDER THE
CZAR'S EAGLES

Since the days of Peter the Great the Russian army has been the support of the Romanoffs. Though individual regiments have mutinied, the influence of the discipline is so strong that the army as a whole has remained loyal to the Czar. According to all reports, however, the soldiers have accepted the new government amid great rejoicing. If liberty has at last come to Russia the hundreds of thousands of splendid men, brothers of those shown in the picture, who have died in this war have not died in vain.

been promised to all citizens, with special privileges to the Jews, formerly so outrageously oppressed. To Poland autonomy has been assured, while extreme political rights have been guaranteed the masses.

The present successful revolutionary movement may be said to date from



ONE CAUSE OF THE REVOLUTION

It is estimated that thirteen millions of people are homeless today in Russia, as a direct result of the German invasion and failure of the Russian government to protect its subjects. A large percentage of the destitute are Poles, while several

millions are Jews whose greatest suffering has been at the hands of Russian soldiers. These millions are scattered to the four winds. The homes of several persons seen in this picture were over a thousand miles from the scene shown here.

THE DEPOSED CZAR AND HIS
BROTHER THE REGENT

When Nicholas II abdicated, he brought to a close that period of Russian history extending from Peter the Great and the entry of Russia into European politics to the rise of popular government. During that time Russia has been an autocracy, ruled either by a despot or, in cases where the sovereign lacked personal strength, by an arrogant bureaucracy. The Czar Nicholas II is likely to be known in history as one of the weakest of his line. Even if his brother, the Grand Duke Michael, assumes the throne it is generally believed he will be little more than a figurehead.

the beginning of the present century. It began by student disorders in the large intellectual centers. The assassination of the head of a bureau brought on a period of terrorism. Other assassinations followed. Repression of the different nationalities within the empire, coupled with rapid industrial growth and concentration of thousands of workmen where only peasant classes had existed before offered,



A CHILD OF MYSTERY
AND MISFORTUNE

History contains no more pathetic story than that of the Czarevitch Alexis. Though born amid universal rejoicing, a mantle of secrecy has enveloped his childhood so completely that the world knows little of his character. More than one attempt has been made on his life and at thirteen his hope of sitting on the throne of his fathers is blasted. Future generations will probably record his story with those of Prince Arthur and the French Dauphin.

a fertile field for radical propaganda. Under the influence of Sergius Witte the government adopted a policy of internal development which was pursued for a few years, when the reac-

(Continued on page 372)

EDITORIAL

LET THE THINKING PEOPLE RULE!

FOR OUR COUNTRY

It takes one year to make a soldier and another to train him sufficiently to qualify as an expert in any one of a hundred necessary branches of the service in which exact technical knowledge is compulsory, or death and ruin are certain to follow the slightest mistake.

Yet, while gun layers and range finders must prove their ability and judgment, men who direct the vast system at Washington are chosen overnight, regardless of previous experience. Slips on their part mean fleets destroyed, campaigns ruined and national depression and suffering.

On the verge of the most appalling crisis this country has faced since Lincoln's day, Mr. James M. Beck, one of the best informed men in our country on world conditions, points a course which, if adopted, must save us disgraceful humiliation.

Mr. Beck suggests a coalition cabinet with former President Theodore Roosevelt as Secretary of the Navy and Elihu Root returned to the state portfolio. The presence in the Cabinet and at the head of important bureaus of these men and others, great national figures judged not by political standards, but by those of supreme accomplishment, would immediately develop national confidence and strengthen us abroad.

It has cost Europe millions of lives to learn the lesson which America may profit by if it will.

THE COST OF LIVING

THE cost of living has risen the world over. Crops have been short everywhere. Even our own scant supply has been drawn upon more heavily than ever, both at home and abroad. At home, because we have been living more extravagantly than ever, and abroad because of the exigencies of war.

The late James J. Hill was right when he said years ago that the problem in this country was rather the cost of high living than the high cost of living. There is no excuse for the antics of murmuring crowds of well-fed women that have been making noisy demonstrations on the streets of some of our great cities. Their faces were not pinched, their clothes were not tattered, their shoes were not worn. They were a healthy, vigorous, well-dressed lot, seeking disturbance more than anything else.

This was shown in one instance by the outcry raised when some one suggested that rice, one of the cheapest and most nutritious foods, could be substituted for potatoes and expensive cereals. The angry reply was, "We don't want rice!" They were not starving, but growling.

A way to treat such creatures is found in a section of the new Immigration Law. It provides that aliens who advocate or teach the unlawful destruction of property shall be taken into custody and deported. The marching women who upset the stands of pushcart dealers, trampled upon food and poured kerosene upon it to make it unmarketable should be sent back to the countries from which they came. They have no right to the heritage of American citizenship.

A writer in the New York Sun who witnessed the march of the disturbers to the City Hall states that his family consists of a wife and husband and two children—sons of seventeen and ten—and that by adhering principally to a vegetarian and fruit diet their cost of living for a week is less than \$4. Recently, three meals for a squad of policemen were provided at a daily cost of 25 cents a day each, though this was previous to the sharp advance of vegetables.

All the investigations by local, state and federal authorities will not reduce the cost of living one cent, as long as crops are short and the demand unusually large. Attorney General Gregory attributes some of the advance to the existence of associations in almost every branch of trade which make their influence

OUR BELIEF

BY VICE-PRESIDENT MARSHALL

I BELIEVE there is no finer form of government than the one under which we live and that I ought to be willing to live or to die, as God decrees, that it may not perish from off the earth through treachery within or through assault from without; and I believe that, though my first right is to be a partisan, my first duty, when the only principles on which free government can rest are being strained, is to be a patriot and to follow in a wilderness of words that clear call which bids me guard and defend the ark of our national covenant.

felt by maintaining prices. Such a list, of course, would include associations for the sale of milk, butter, cheese and other farm products, but our law makers at Washington seek to exempt both the labor unions and the farmers' organizations from the operation of laws directed against the restraint of trade.

The high cost of living is a personal question. If the people of this country lived as their forefathers did and were satisfied with the simple life, the cost of living would be a self-solving problem.

WAR-TIME EXTRAVAGANCE

THE majority of the English people, in the face of appeals to economize in order to win the war, are spending money with a roaring extravagance never known before. With the Government spending £5,000,000 a day why should any individual worry about economy? Three out of the five million daily expenditures of the government is spent in Great Britain. A writer in *The Nineteenth Century* estimates that a great majority of those who receive the greater part of this are paying very little back to the State in the way of taxes. These people, making two, three and four times as much as they ever before made, are spending it with a recklessness that the placards of the War Savings Committee cannot check. London restaurants are crowded, fur, antique and jewelry dealers are doing a record business and taxi-cab drivers are making small fortunes.

The people who are being bled white by the war are those who depend upon rents and dividends, now wholly or partly cut off, but who yet have to meet trebled taxes and doubled cost of living. From this class, which shades off from the aristocracy into the middle class, have come with few exceptions, the great soldiers, admirals, statesmen, scientists, artists, authors, engineers and merchants of England. The writer of the article raises the question as to whether this class will be able to survive its losses in men and money. Great Britain has been wise in not shifting to the shoulders of future generations the principal financial burdens of the war, but the plan of taxation ought so to be devised as to make all classes bear their share of burden and responsibility.

THE MELTING POT

THERE is trouble still in Mexico.

According to a recent report there are 50,000,000 eggs in cold storage in New York State.

An Indianapolis police chief and other public officials have been arrested in an election scandal.

One seventh of the adult population of the State of Washington holds some sort of political office.

An old Bible in his vest pocket saved the life of a Philadelphia man when he was stabbed by his room mate.

Construction of the two battleships authorized by the navy bill March 3, 1915, and four battle cruisers authorized by the bill of August, 1916, has not begun.

Prof. Pupin of Columbia who came to this country a

poor boy and worked as a laborer, was recently given a banquet in honor of his distinguished public service.

Alton B. Parker, former Democratic candidate for the presidency, says shoddy politicians are making capital out of the nation's danger in leaving us unprepared for the emergencies of war.

Real Admiral Fiske says: "General Grant would be shocked to see the difference in manner and carriage between the young men of today and the young men who marched behind him 50 years ago."

The I. W. W. have circulated a book of hymns. One verse reads as follows:

"Onward Christian Soldier! Rip and tear and smite!
Let the gentle Jesus bless your dynamite.
Splinter skulls with shrapnel, fertilize the sod,
Folks who do not speak your tongue deserve the curse of God.
Smash the doors of every home, pretty maiden seize;
Use your might and sacred right to treat her as you please."

The *Anaconda Standard* sarcastically suggests the introduction of the following bills in the Montana legislature:

House Bill 4,320, by Gosh, regulating the length of hatpins, coupling pins, safety pins, rolling pins and ten pins.
House Bill 4,321, by Gum, regulating the size of bank rolls.
House Bill 4,322, by Gee, amending the law of gravitation.
House Bill 4,323, by Heck, repealing the moral law.
House Bill 4,327, by Gad, amending the law of supply and demand.
House Bill 4,328, by Crickey, repealing the first law of nature.

Let the people rule!

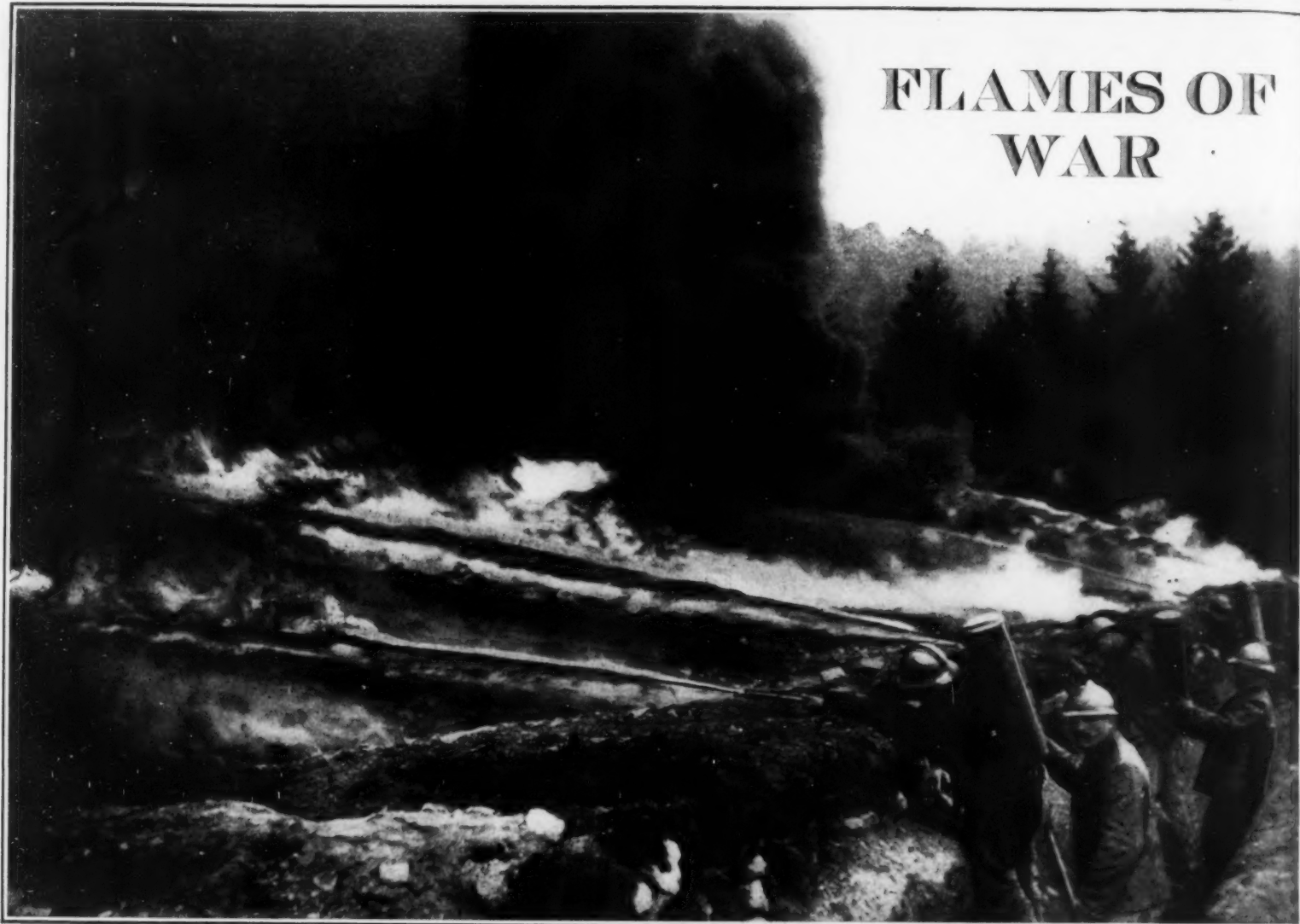
THE PLAIN TRUTH

SUNDAY! Having captured Boston, Billy Sunday is marshalling his trail-hitters at Buffalo and preparing in April to attack the strongholds of sin in the great metropolis. New York needs a little old-fashioned religion—some one to call a halt on the mad rush to the cabaret, the red-light district, the dinner-dance and all the voluptuous temples to which the primrose paths of dalliance lead. It needs some one to call a halt on the eager desire for wealth and for social recognition and to remind the glittering throng of the dear old mother and the Bible she prized and of the Sunday School in which father taught. The Paulist Fathers are having the annual revival in St. Patrick's Cathedral and giving a stirring invitation to Protestants to listen to the teachings of the Catholic Church. It is a good thing all around to stir up the revival spirit among the multitudes in our great cities who have been swept from their feet into the whirlpool of money-making and pleasure-seeking.

FATAL! Fourteen years ago, Canada sent to the United States pulp and paper worth \$24,000. Last year, its paper shipments were valued at over \$21,500,000 and 88 per cent. of this came to the United States. Meanwhile, the paper business on this side of the line has shown but little increase. All the new investments of the American manufacturers have been made in Canada. Why this remarkable change? The answer is easy. The protective tariff on paper selling at not more than 2 per cent. a pound was taken off and Canada, with cheaper labor, wood and water power, immediately proceeded to take our market. Now that Congress has put paper up to five cents per pound on the free list, it is easy to foresee the time when our paper manufacturers will shift their business across the border. One of the reasons for the high cost of paper is because the protection to the paper manufacturers of the United States has been removed. This is a practical lesson in economics of particular interest to publishers and the employers of our paper mills.

FARMER! There is nothing alarming in the statement that one-third of the farmers of New York State fare so badly that they would be better off if they would lend the money they have invested in farms and hire out as laborers. This is a lower average of failure than prevails in most other callings. Mr. Hurley, when chairman of the Federal Trade Commission, was authority for the statement that at least one-half of business ventures are failures. It is a case of efficiency, of the survival of the fittest, whether in business or farming. The Wicks Committee, which has been investigating conditions among the farmers of New York to be used as a basis for legislation to benefit farmers and consumers, bears out this point. The farmer who has a high school education makes twice as much as the farmer who has not, and the college graduate on the farm makes three times as much as the farmer who has neither high school nor college training. The educated farmer is the one who is making money; just as superior intelligence brings increased success in every other line of work.

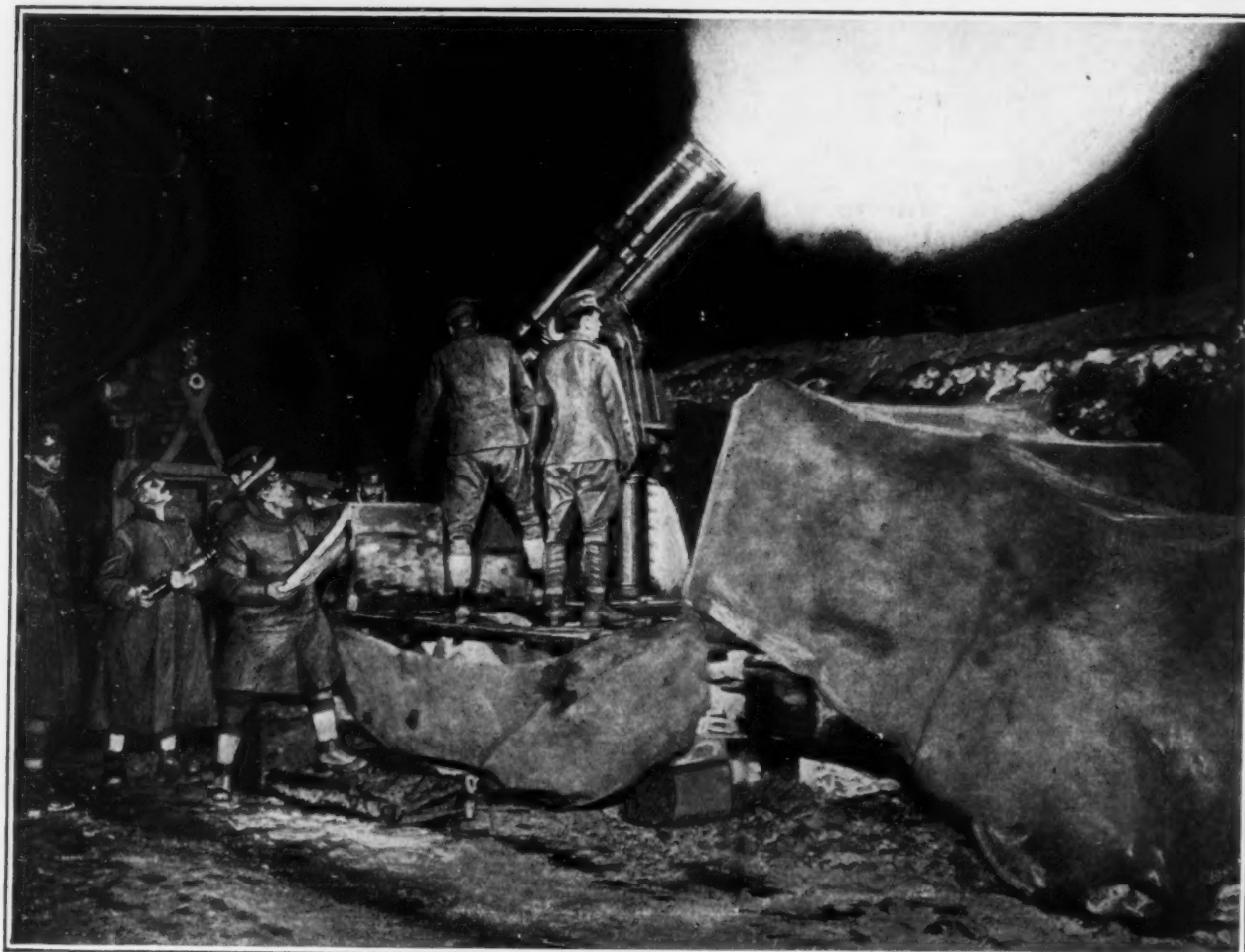
FLAMES OF WAR



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MODERN APPLICATION OF AN ANCIENT WEAPON

Liquid fire and anti-aircraft guns are two developments of the great war. Despite progress made in the improvement of the former, authorities agree that the land defense against aerial attack is still inferior to the offense. The streams of spouting fire, shown in the upper picture, are probably the most terrible weapon now used. No more frightful engine of destruction has ever been invented than liquid fire guns. By means of a hose, supplied with liquid from a tank carried on his back, a soldier is able to spread a sheet of flame many yards in front of his trench. Though early in the war it was virtually impossible to save men thus burned, medical science has now developed a paraffin treatment that greatly reduces the percentage of casualties.



NIGHT WARFARE

In the lower picture the photographer has caught an anti-aircraft gun at the moment of its discharge. The attack is being made in the night, and the light from the gun shows the artillerymen poised for the shock. In the corner one catches a glimpse of an ammunition truck covered with a tarpaulin. Despite the great number of these guns now used in defensive work, it is said that only one Zeppelin has ever been brought down by them.

AMERICA AND THE NEW RUSSIA

THE REVOLUTION OFFERS US OPPORTUNITY TO IMPROVE TRADE RELATIONS

BY LUCIAN SWIFT KIRTLAND, STAFF CORRESPONDENT FOR LESLIE'S

EDITOR'S NOTE.—Here is a smashing article by Mr. Kirtland on the great possibilities opened up to American business by the Russian Revolution. Mr. Kirtland understands Russia and the Russians as few Americans can hope to understand them, for he spent many months in the Empire gathering material for his series in LESLIE'S. In this, his fifth article, Mr. Kirtland has applied the tremendous potentialities of the new government to his former deductions. All through his previous writings his readers have sensed his realization of the possibilities of a new Russia and his hope for the fulfilment of those possibilities. He now believes that the day has arrived.

THE articles on America's opportunity in Russia's trade development, published in LESLIE'S, were written with constant recognition paid to the restrictions against natural expansion imposed by the oftentimes absolute stupidity and suspicion of the Russian autocracy.

Such personal knowledge as I have of the beliefs and convictions of the men at the head of the new Russian government makes me feel that there is a chance, far more than even, that Russia's medieval restrictions against trade will be relegated to a sudden limbo. That this will come to pass can be forecast from the calibre of the reformers and from the necessity that the reforms needed are not Utopian but practical. It will not be the same as trying to establish modern methods of business for Yaqui Indians. Russian business has been going ahead despite the stupidity of government limitations and the surgery will mean only the removal of irksome ulcers. It will not be the lifting of a necessary, strong, guiding hand. It will be the elimination of some of the astounding surcharge of graft and incompetence in high places and the freeing of business from policies dictated by suspicion and fear.

When I was in Russia I felt the discontent which grew into the revolt. This discontent was not only that of the habitual revolutionist

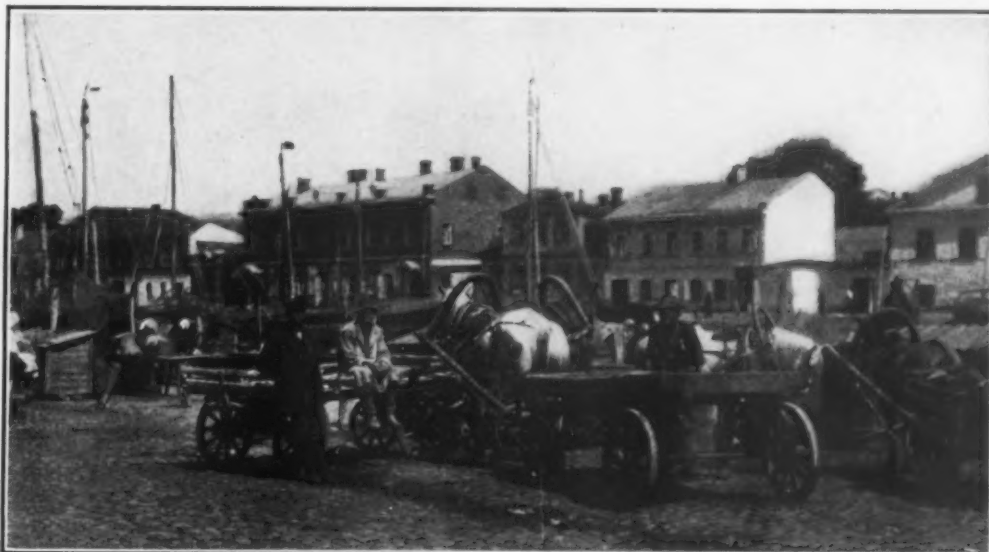
of the old Nihilist type and the fatalistic spirit of futility in the masses. It was a discontent expressed forcibly and directly by some of the ablest business men whom I interviewed. Business men in the cities and officers at the front, when convinced that they could speak in confidence, freely predicted revolutionary uprisings after the war. I confess that I did not believe that this discontent would express itself constructively. I was mistaken, but certainly there was little indication that within half a year the reactionaries would be hurled from the saddle.

Press reports have constantly used "pro-German" in connection with the names of the ejected reactionaries. A brief explanation may be valuable to American business men. Some members of the court circle about the Empress and some of the high officials have sided unqualifiedly with Germany, but the majority who have been called pro-German have been so in a different sense, although having more sympathy with Germany than with England. Realizing their insecure hold upon their power,



KIRTLAND
RUSSIA'S FUTURE LIES IN THESE

The typical Russian artisan and laborer deprived of his vodka increased his general efficiency and labor output by one-third. The suppression of vodka will go down in history to the credit of the Romanoff rule.



KIRTLAND
WHERE TRUCK AND FARM WAGON MEET

Here is a view of a seaport town showing farmers and village truckman. The Russian peasants of the old community type have had their lives molded into slackness because they have had no incentive to individual endeavor. Even these men, under war conditions, have increased their efficiency marvelously. To them the new day in Russia spells hope.



KIRTLAND
THE CREED OF THE OLD DYNASTY

Old Russia, symbolized by this fortified cathedral gate of the Moscow Kremlin, was built on the power of the army and the church. New Russia will be stabilized by the pressure of the demands of business interests.

and distrusting any advance of the people, they have felt that the German control of Russia, as it existed before the war, was better calculated to aid their continued existence than any purely Russian development. If they could have felt the same security with the last German thrown out of the country their sympathy for Teutonism would have oozed rapidly. It must be remembered that Russian business was dominated by Germans. The autocracy realized that as long as the ubiquitous German gave his first loyalty to Germany he would not become assimilated into the flow of Russian life and would remain a drag against unity in Russian nationalism. Thus, while in any other country of the world the idea would have been abhorrent to its rulers to have within their gates their most powerful business group owing its first duty to another country, in Russia there were members of the tottering nobility who were willing to encourage their country's trade strangulation. These traitors found aid in the ignorance of many of the hide-bound conservatives, at heart patriotic, but trained by tradition to be suspicious of business property. It can be seen then that the resulting restrictions on business were unhealthy and that their removal cannot be considered as any possible jump from the frying pan into the fire. The passing of this disloyal and ignorant conservatism argues well for American opportunity.

So much for the negative side. What will be the positive and actual gains for the Russian business world, and

coincidentally the opportunities for America to aid Russia in the realization of her possibilities? Russia's ability to export since the beginning of the war has of course largely been sewed up, but not nearly to the extent which the world has been led to believe. The negotiations regarding the export of hides, for instance, is a story in itself. Exports have been held up by high officials who have been demanding for the necessary permits the richest graft of the war. Empties have been moving in constant procession over the miles of the trans-Siberian railroad to Vladivostok which could have been used to the last cubic foot. One of the greatest hindrances to Americans doing business with Russia has been Russia's adverse trade balance. Every additional million of roubles of export will mean a reasonable proportion of Russian credit in American banks.

The Zemstvos, the self-governing boards of the provinces and municipalities, will be aided and not blocked in conducting the business of supplying the army. If it had not been for their volunteer work, hampered, although it has been by such traitors as Baron Stürmer, it is not unreasonable to say that the Russian army would have collapsed from lack of support. These organizations have the best business brains of the empire.

I know through a reliable source that the British foreign office has been suspicious of Russian finance as it has been handled by the old reactionary element of the bureaucracy. In regard to the immediate supplies which America is able to furnish Russia nothing but advantage can follow the change in the financial end of the government, as millions of roubles have been squandered.

It has been obvious to foreigners in Russia during the war that the transportation muddle has smacked of something worse than poor management. As much as any one other thing the treachery in transportation brought on the immediate revolution. Inadequacy of the railroads to handle business has been the chief blockade to a much wider expansion of American business in Russia. Many an honest contract has died because the importing permit and the transportation permit could not be secured. There is no reason in the world why the line to Archangel should not now be completely double-tracked except that the insidious success of pro-German obstruction intervened.

(Continued on page 367)



GREYHOUNDS OF THE SEA—AMERICAN DESTROYERS LAYING SMOKE SCREEN

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With the report of the sinking by German submarines of the American ships, *Vigilancia*, *City of Memphis* and *Illinois*, and the resulting loss of American lives, the seeming certainty of active hostilities soon to follow, interest becomes intense in the ships of our navy most likely to come into contact with the undersea boats. The value of the destroyer has been fully proved in engagements between the German and British fleets. Speeding at thirty knots an hour while emitting dense clouds of the blackest, foulest smoke, this greyhound of the sea has become one of the terrors of naval warfare. Most versatile among naval ships, it is both the picket and scout of its own battle line and the skirmisher that strikes first at the enemy. No submarine captains have shown greater daring than the men in command of these fighters in battle with giants of the first line. Built at first to protect battle ships from the menacing torpedo boats which, because of greater speed and facility to maneuver at night, made most dangerous enemies, the destroyer developed into a greatly enlarged and more efficient torpedo vessel, through superiority in speed and sea-going qualities. Though the smallest among the ships that enter general engagements in the open, it has made itself felt in daylight battle and many are the glorious tales of

heroism to its credit. The smoke screen shown in the picture is a development of the war. It is made by increasing the proportion of oil to air in the furnace feed, for destroyers are oil-burning vessels. As the destroyers weave in and out along the battle front, a vast, dense black cloud rolls forth from their funnels and spreads its blanket of impenetrable blackness, as the strategy of the battle demands. Under proper weather conditions this blanket hangs low over the sea for hours. The destroyer is no mean adversary for the lighter ships of the line for it carries four-inch guns and from four to eight torpedo tubes. Its crew numbers about one hundred men and officers. Nearly all destroyers are equipped with wireless, searchlights and apparatus for mine sweeping. They have an oil capacity of nearly 100,000 gallons and a cruising radius of 6,000 miles. There is virtually no inflammable material aboard except fuel and ammunition. Our destroyers average 300 feet in length and cost nearly a million dollars each. We are, however, lacking in numbers as the fifty-eight available boats give only two to each battle ship, while naval specifications fix the ratio at four to one. Wherever there is fast, dangerous work, the honor of going first is given to this boat. Should America and Germany go to war, no other branch of the service is likely to cover itself with greater glory.

MEN WHO ARE MAKING AMERICA

A NEW ENGLAND IDYL—HOW ONE LAD HAS RISEN FROM HUMBLE BEGINNINGS
TO CONSPICUOUS SUCCESS DESPITE EARLY HANDICAPS—DARWIN
P. KINGSLEY—WHAT THE WORLD NEEDS

EDITOR'S NOTE.—Business men are following Mr. Forbes' series with increasing interest. The truth that "nothing succeeds like success" applies to Mr. Forbes' articles as well as to these leaders in American business about whom he writes. In this, the thirty-sixth article of the series, Mr. Forbes tells the story of the president of the largest insurance company in the world, a man who fought his way to the top. Next week's article is about one who has made America's greatest banking house still greater—J. P. Morgan.

HERE is a New England idyl. From such rustic scenes and surroundings, from such rocky soil have sprung many of the men whose names are writ large in the annals of American achievement.

The speaker in this instance is Darwin P. Kingsley, president of the New York Life Insurance Company with \$2,500,000,000 insurance in force and assets of \$900,000,000, a figure not approached by any other insurance company in the world:

"On the 40-acre farm, in Vermont, where I was born, everything we wore and everything we ate was grown on the farm, except a little sugar once in a while in place of the maple sugar, which was indigenous, and a little tea. From a dozen sheep came wool which was first spun and then woven by hand into winter clothing. Our garden supplied flax which was made into summer garments. Even the thread we used was manufactured in our home. The sound of the spinning and flax wheels was rarely silent from morning till night, for five children, in addition to our parents, had to be clothed. What we called coffee was made from parched wheat or corn. I well remember the first time my father took his wool and swapped it for felled cloth. We all regarded that as an epochal advance into a higher state of civilization.

"At Alburg, where I was born, there were not then (1857) enough houses to form even a hamlet. In the Summer I attended the old 'deestric' school, a primitive affair, innocent of any suggestion of higher education. In our home were very few books. Life there was clean through and through, self-respecting, and full of moral and religious discipline. But it was extremely narrow, uninspiring and unimaginative. There was little or nothing to fire a boy with ambition or enthusiasm or to acquaint him with the world that lay beyond his 'cabin, cribbed and confined' sphere. I had no larger vision than any of the other folks there.

"But one day something happened. It was only a little talk with our family doctor, yet it changed the whole course of my life. He said to me, 'You ought to go to school.' I told him I was going to school. He said, 'Oh, yes; but I mean you ought to go on and study Latin. I asked him, 'What is Latin?' He told me, 'You cannot understand your own language unless you know Latin. What does subtraction mean? What does it come from?' I told him it meant just subtraction. Then he explained to me that the word came from two Latin words, *sub* meaning 'from' and *traho*, meaning 'to draw'—to draw from under.

"A whole new world flashed into my vision at that instant. There was a world, I realized, that I had known nothing about. This glimpse of it made me resolve there and then that I would study hard and learn all about it. Before I was twelve I had finished Greenleaf's Common School Arithmetic, but though the little school had nothing much beyond that to offer I continued to work on the farm in summer and to go to school in winter until I was seventeen. I was sent to Swanton Academy for one winter term and to Barre (Vt.) Academy for one spring term. Dr. J. S. Spaulding, head of the academy, was a very noted man, and under his guidance I became determined not to quit school, as had been intended, but to work my way through both academy and college.

"Between terms I worked as a day laborer in the fields, swinging a scythe all day or tilling the fields. I got through the academy before I was twenty, and without knowing where the money was to come from, I went to the University of Vermont, at Burlington, and took the entrance examination. This was in the spring.

"During the summer I saved \$45 working on a farm, and the farmer agreed to lend me additional money to go to college if I could give him security in case I died—he was not afraid of his money if I lived. Dr. Spaulding was an ardent believer in life insurance and used to impress upon his students the many advantages of a good policy, emphasizing, among other things, that it could be used on occasion as security. I took out \$1,000, in

BY B. C. FORBES

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DARWIN P. KINGSLEY

Here is a man who rang the chapel bell at college to pay his way. Later he roughed it in the West and finally hit a winning stride selling insurance.



A GOLF ENTHUSIAST

Golf seems to be the rival of business or perhaps there are many successful Americans because many Americans play golf. Mr. Kingsley gives the game much credit. He also does it much credit.

the Metropolitan Life, although the cost, \$20 a year, was a tremendous drain upon my resources. I handed the policy to my farmer benefactor. This incident, doubtless, was responsible for my being president of the New York Life Insurance Company today.

"Off I went to Burlington, some forty miles from home. My expenses for the first year at college totaled exactly \$165. How could I live on that? Well, my mother used to send a roast turkey and a few other things that would keep. I lived chiefly on boiled potatoes, bread and milk. After a while, even though I had had my fill of boiled potatoes, I felt ravenously hungry for some kind of meat. I fought against this gnawing appetite as long as I could, but succumbed one day and bought a little box of chipped beef. I reasoned that by nibbling at it I could drive away this hunger for quite a few days. The moment I got out of the store I opened the box to have just a tiny nibble, but the instant I got a taste of the meat I devoured the last scrap of it right there on the street.

"I paid all my college bills by ringing the college bell seven times a day, calling the chapel and all the classes. If I rang that bell five seconds ahead of time I got 'Jessy' from the boys and if I was a second late the professors jumped on me. This drilling in punctuality was one of the best things I derived from my college course. I don't think I have ever been late in my life since."

The day laborer, bell-ringer and semi-starved youth became the prize orator of the University, a Phi Beta Kappa man, and a notable Greek, Latin and mathematical scholar. His struggles did not end with the winning of his A. B. degree, however. Hard as the climbing of the hill of learning had been, a still rougher road lay ahead.

"What was your ambition on finishing college?" I asked Mr. Kingsley.

"The height of my ambition was to get a position as a teacher at \$1,000 a year. In my eye that was the acme of success—and opulence. I had a vague longing to become a lawyer, but as I was in debt, I felt I must get to work right away. At that time almost every ambitious young man had an irresistible desire to go West. The cosmic urge struck me, and I went along, going first to a sister who lived on a ranch in Wyoming. It did not take me long to realize, however, that baling hay, tending cattle and riding bronchos would not get me very far towards my goal. So off I set for Cheyenne.

"There, in that far-off town, without a friend, and with less than \$15 in my pocket, I became terribly homesick for the first time and last time in my life. I was so bad that I would go to the station and watch with intense envy the brakeman on the rear end of a train going East. The loneliness of it all almost drove me insane.

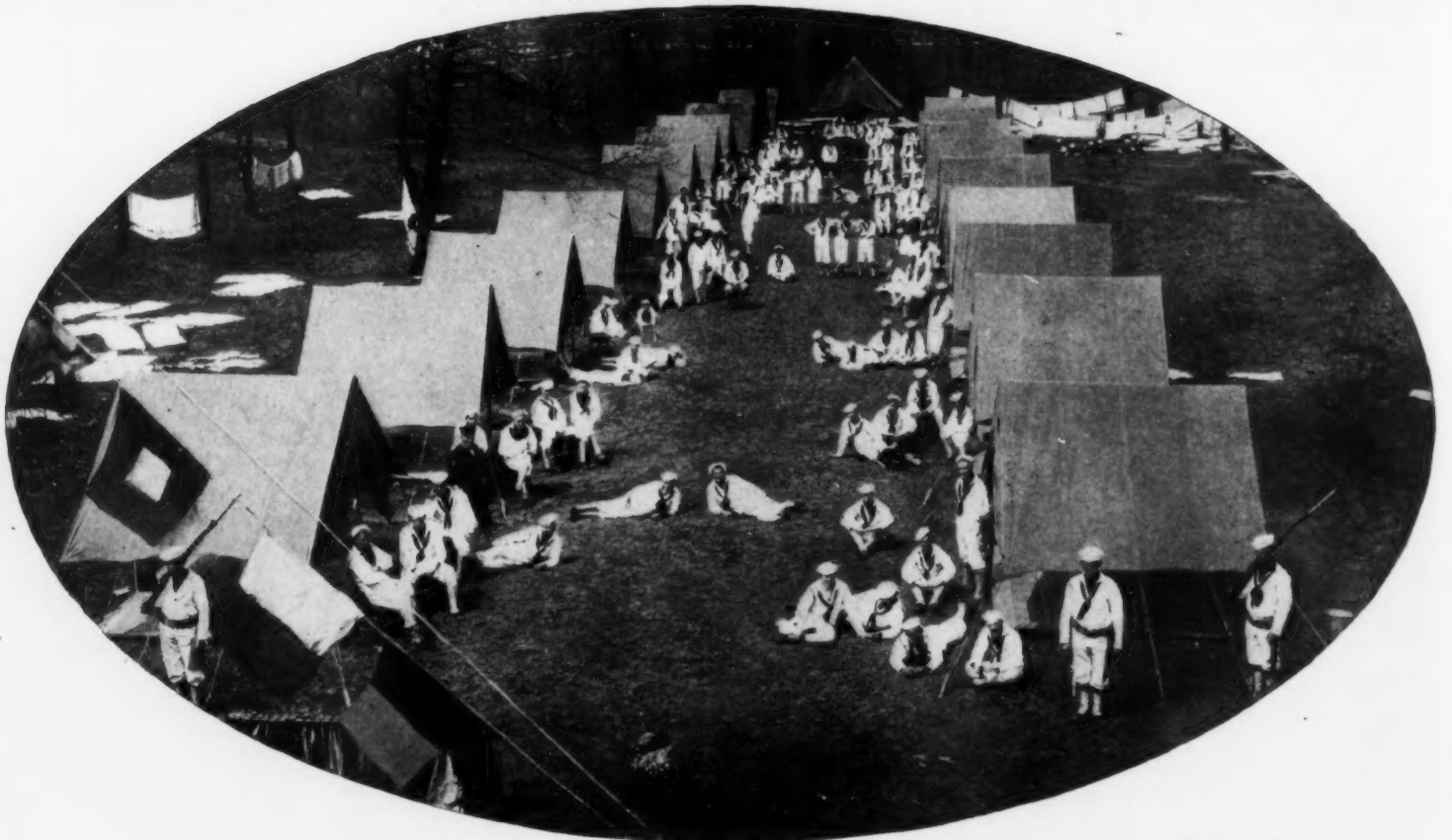
"But I had to buckle to and find something to do. I could not afford to sit and mope. An old fellow I met in the second-rate hotel I stopped at befriended me and put me in the way of starting to peddle books. I tramped all over northern Colorado until I fell ill at Longmont. The kindness then shown me by strangers is one of my happiest memories; although I was nothing but a traveling book agent, the people took as good care of me as if I had been one of their own kin.

"After I recovered I was selling a book to an old milkman who told me he hailed from Vermont. We got to chatting, and I told him I was going to Denver. 'What are you going to do there?' he asked. 'I don't know, but I think that is the best place for me to strike,' I replied. He finished by recommending me to a lawyer friend of his in Denver, also from the Green Mountain State. This lawyer became one of my dearest friends and continued so until the day he died. As it was not feasible for me to read law, I found a position as a teacher at \$70 a month—but of this I had to pay \$45 every month for my room and board. I remained for a year at this circumscribed job.

"The old impulse to go West seized me, and as the Ute Indians were then being removed from the valley of the Grand River, preparatory to opening it up for irrigation, I migrated to Grand Junction, then a place of tents, log huts, saloons, dance halls and other characteristics of a rough and tumble frontier town. Before the irrigation scheme was completed no more vegetation grew in that valley than on Broadway.

"With \$500 which I managed to borrow from a friend at Oshkosh, I bought a half interest in the Grand Junction News, then a struggling weekly, but now an influential daily. I was then twenty-six. But being editor of a frontier town paper was no picnic. Graft was rife and I

(Continued on page 361)

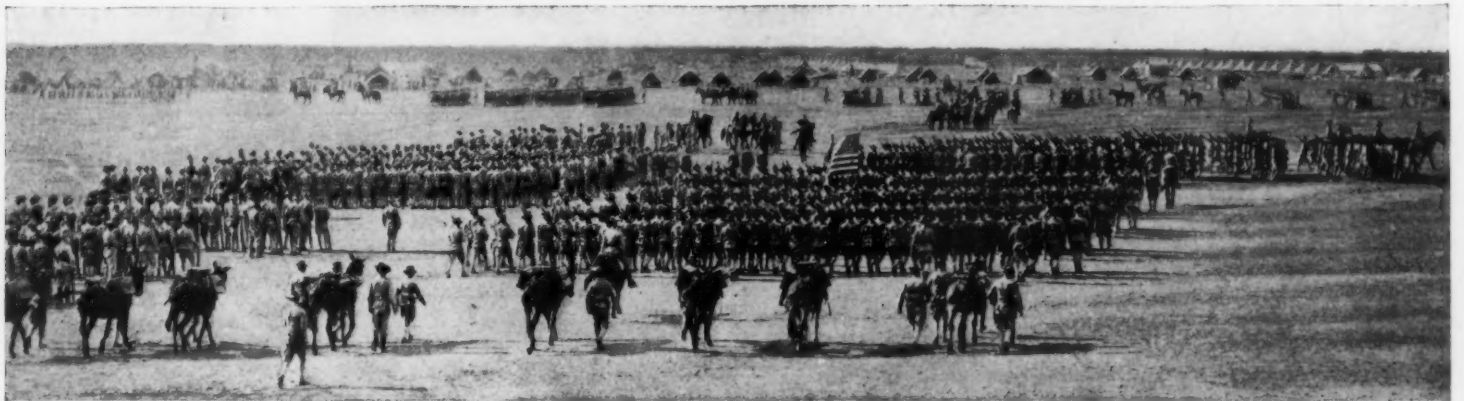


SAILORS OF THE RESERVE IN CAMP

The Naval Militia in camp has a real vacation. Here is a company taking it easy. Of course there is plenty to do beside sitting in the company street, but nevertheless men in the service say the Naval Militia is one of the ideal volunteer organizations. If war comes, these sailors

will go far toward supplying a full quota of trained men to our fleet. The Company shown is in camp at the Great Lakes Naval Training Station, at Lake Bluff, Ill. There are four similar camps in the country, but others are likely to be established.

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REGULARS ON THE BORDER

Most Americans, if they had had an opportunity to take this picture, would have preferred to see the broad plain completely covered with troops, but such a scene would be difficult of enactment under present conditions. However, if the country's present will to have uni-

versal military training becomes effective, the pride one feels when looking upon this splendid body of regulars on border duty will be multiplied many times. However border service has given the country soldiers of which we may be proud.

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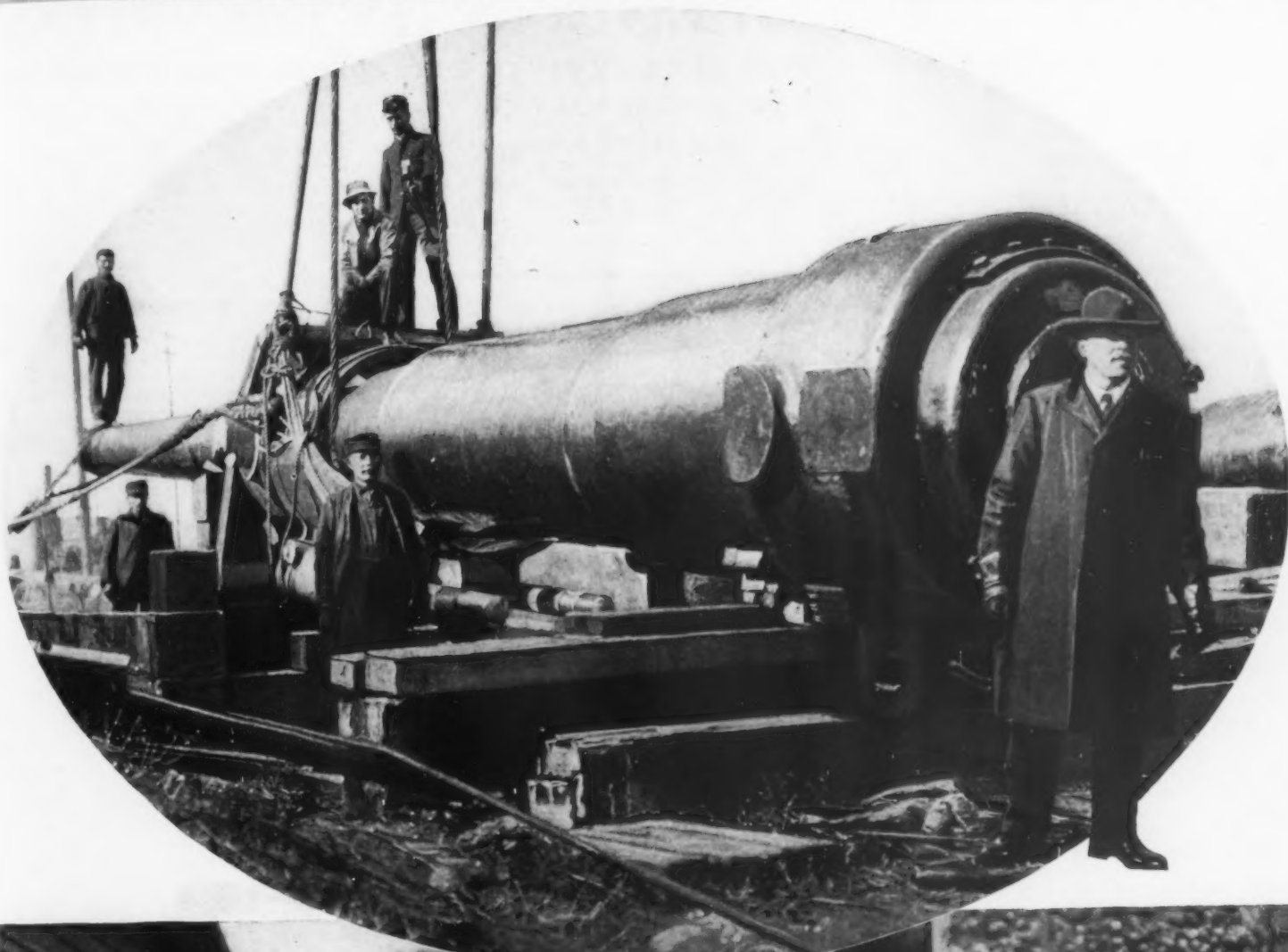


WHO TALKED OF A MULE SHORTAGE?

The army mule is one of the few connecting links between the old warfare and the new. Automobile trucks may be efficient, but mules have qualities and perquisites that trucks will never replace. What satisfaction, for instance, is there in conversing with a mud-stuck

truck? It can't talk back; but a mule is not only receptive to suggestion, but responsive—if one is near enough. Here are a few hundreds of Uncle Sam's baggage smashers mobilized on the Texas border. We hope they will live long and die peacefully.

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A WATCH-DOG AT OUR GATES

There are two kinds of coast-defense guns, mortars or howitzers, designed to shoot high in the air and drop shells on the decks of approaching ships, and flat trajectory guns, such as this 16-inch gun, on its way to be mounted at the new coast defense base at Rockaway Beach, near New York City. This gun is 49 feet long and weighs 285,000 pounds and is similar to those which guard the Panama Canal. Guns of this type are more accurate than mortars. A 12-inch mortar can pierce the three inches of nickel steel which protect a battleship's deck and a 12-inch rifle can penetrate the 15-inch armor belt of a ship. A 14-inch gun of the type shown here weighs 51 tons and has a range of 19,000 yards. It requires 349 pounds of powder to fire the shell which weighs 1660 pounds, costs \$800, and carries an explosive charge of 88 pounds. At the United States Naval Magazine at Iona Island, 40 miles up the Hudson River from New York, thousands of great shells and millions of pounds of powder are stored. In the four powder filling stations, each isolated from the others, every care is taken to guard against sparks. The miniature railway which covers the 116-acre reservation is driven by compressed air.



THE POWER BEHIND ONE BIG SHELL

Smokeless powder used in big guns is in the form of perforated cylinders. It is sewed up in a muslin bag holding 100 pounds and a small igniting charge of quick-burning black powder. The bags are sealed up in copper cases for storage. Four bags go behind a 14-inch shell.



AMMUNITION FOR A COAST DEFENDER

This 16-inch shell weighs 2400 pounds, carries a heavy exploding charge, and requires 667 pounds of powder to fire it. It can pierce the thickest armor plate used by the ships of any nation and has a range of nearly 21 miles. The huge shell travels at a speed of 2250 feet per second.

WHAT BUSINESS NEEDS MOST

VIEWS BY EDWARD N. HURLEY, FORMER CHAIRMAN OF THE FEDERAL TRADE COMMISSION

BY ROBERT BARTON

THE hostility between business and the Government is past, and after it has come the era of cooperation between these two forces of our national life. It has not been long since business men, coming to Washington with their plans and their questions, were met with a shrug at the Department of Justice. "We cannot answer your questions, nor tell you whether your plan is within the law," was the answer they heard. If the lawyers in the Department of Justice seemed to business men to care little or nothing for the perplexing economic problems that confronted business men, it was not their fault, but was a defect in governmental machinery. It was the duty of this department to concern itself primarily with violations of the law.

Since the organization of the Federal Trade Commission, under the able chairmanship of Hon. Edward N. Hurley, on March 16, 1915, to the credit of the present administration it may be said that there is a new and valuable governmental agency, working with the business men of the country, seeing their problems from their point of view, counseling with them, in anticipation of their troubles and advising with them how the problems may best be met.

Their problems are many and large. The present prosperity of the country presages a fierce trade war when armed hostilities are over. To this competition from abroad is added the internal pressure of a nation no longer large enough to provide a market for its own products. In this emergency the business men turn to the Government for aid. "What can we do for ourselves?" they ask, and "What will you do to help us?"

"First of all, get your own house in order," replies Mr. Hurley. "Neither cooperation with other business men nor with the Government will save the individual manufacturer whose producing and selling methods are not efficient."

Mr. Hurley is no mere theorist. From his experiences as a railroad engineer, traveling salesman, business manager, organizer and promoter, farmer and stock-raiser, and Trade Commissioner to Latin-America, he has become familiarized with the problems of business, and in the Federal Trade Commission he has met the difficulties and been equal to them.

"Learn your costs," has been his advice to questioning business men. "The question of prices comes later. In Germany, 95 per cent. of the manufacturers can produce cost sheets that show accurately what their expenses are. Only ten per cent. of American manufacturers know their costs as well, and 90 per cent. are pricing their goods on estimated costs. Bad debts are carried along on the credit side of the books; depreciation charges are ignored or carried over from year to year, waiting for a banner year with big profits against which they may be charged.

"Such conditions lead to ignorant competition. The unsystematic producer heads down hill to destruction, cutting prices as he goes, and takes with him the efficient manufacturer who cuts his prices to meet the competition. Proper accounting methods check the disease at the source. They eliminate waste of time and materials, and in this alone often pay for themselves. They furnish the only reliable guide for price-determination and are the best references a borrower can show at a bank. The thousands of letters of appreciation in response to the 350,000 pamphlets on cost accounting sent out by the Trade Commission show that business men realize this important defect in their organizations.

"Organization is the next step. Trade associations are the machinery of cooperation; they alone can destroy ignorant competition and systematize industry. There are in the United States about 3000 trade associations, representing different industries, in addition to at least an equal number of chambers of commerce and commercial bodies.

"Trade associations, in recent years, have undergone a vital change. Formerly they got together to fix the price of the commodity in which they were interested, either by an agreement or by a wink. They couldn't see beyond the next month's balance sheet. Now men in the same industry are learning to organize for different purposes—to develop efficiency.

"Now and then an association comes to the Federal Trade Commission with its plans of organization and asks, 'How far may we go?' The answer they get is, 'Lay your foundation below the frost-line. Study the economic rather than the legal aspects of your business. If only ten of your hundred members know their costs, and are efficient, everyone in the association suffers.'

"Methods, processes and products in an industry ought to be standardized, and the trend is in that direction. The knit-goods manufacturers have established a uniform scale of sizes which is used by practically every maker of

underwear in the country. Automobile parts are interchangeable because they have become standardized. Vehicle-makers have replaced with four standard heights the 41 different heights of wheels which used to exist.

"Organization is cooperation and cooperation is essential. An Ohio manufacturer came to me with his problems



HON. EDWARD N. HURLEY
Ex-Chairman of the Federal Trade Commission which is doing much to bring business and the government into close harmony.

and I learned that in the 36 years he had been in business he had never met his chief competitor, only 60 miles distant. Men in the same business ought to be compelled to organize, but compulsion isn't necessary. They're glad to get together."

It may not be out of place to quote here an example from among the associations which have more recently accepted the advice of the Commission. The governors of the Hardwood Manufacturers' Association have just submitted to the members a proposal for gathering accurate information about production and market conditions, "to make competition open and above-board instead of secret and concealed and to substitute in estimating market conditions frank and full statements of competing manufacturers for the frequently misleading and colored statements of the buyer. . . . This plan does not contemplate doing anything illegal or anything which might develop into illegal acts. There is absolutely no agreement as to prices, either real or implied." The plan also calls for the establishment of an inspection service to check up the mill methods of grading lumber under the association's rules.

President Wilson has been fully conscious of the value of the trade associations. In a letter to Mr. Hurley, dated May 12, 1916, the President wrote: "Your suggestion that trade associations, associations of retail and wholesale merchants, commercial clubs, boards of trade, manufacturers' associations, credit associations, and other similar organizations should be encouraged in every feasible way by the Government seems to me to be a very wise one. To furnish them with data and comprehensive information in order that they may more easily accomplish the result that they are organized for is a proper and useful Government function. These associations, when organized for the purpose of improving conditions in their particular industry, should meet with the approval of every man interested in the business progress of the country."

"Our export trade offers an opportunity for American business men," continues Mr. Hurley. "Those businesses which are at present engaged in export manufactures should not be scrapped after the war, even though preparation has been made, in some cases, for that emergency, should it arise. America must help to reequip the desolated parts of Europe, even though it will be, in a sense, arming our competitors. But this opportunity, while profitable, is not a stable foundation for foreign trade.

"We are fairly well entrenched in Latin-America, but

our business there will be greater when we expedite shipments and become more familiar with the conditions in the countries there. Although in 1915 we sold to China \$13,000,000 more of goods than we did in 1905, our percentage of her total trade in those years dropped from nearly 15 per cent. to about nine per cent. Russia, too, offers a vast field for development. Heretofore, 30 per cent. of our exports to that country and 20 per cent. of our imports from Russia were handled through German houses. Direct trade will save commissions and increase business.

"The American consuls, once regarded as the most inefficient among those of all nations have raised the service to a point of preeminence. The aid which they now offer to American merchants is inestimable.

"Foreign trade is a stabilizer and a reducer of production costs. The manufacturer who furnishes for exportation regularly ten or fifteen per cent. of his production is insured against local hard times and the annual dull season. But foreign trade is national, nowhere is Government cooperation more needed than in this field. The passage of the Webb Bill to promote cooperative selling abroad will be a great aid.

"Business men could help themselves much more if they were better acquainted with Congress and its work. Too few of them realize that Congressmen are earnest, intelligent men, trying to do the right thing by their constituents, but handicapped by the lack of contact with those who sent them to Washington. Labor organizations and the farmers have kept in closer touch with Congress than have the business men. Labor thinks and acts collectively and therefore often obtains its desired results.

"Through the Department of Agriculture, the Interstate Commerce Commission and the Federal Reserve Board, the Government is now trying to work with the farmer, the railroad man and the banker. The Government now is trying to cooperate with business, and the Federal Trade Commission is helping in this endeavor.

"The first duty of the Government is to make business fair. In a great many cases, competition takes care of this. Where competition fails to regulate, the Federal Trade Commission is empowered to act, and in regulating business it has handled cases of many kinds; bogus independents, price fixing, selling below cost, quantity discounts, fighting brands, refusal to sell goods, "leaders," price discriminations, tying and exclusive contracts, espionage, defamation of goods, false advertising, enticing a competitor's employees, persuading customers to break contracts, bribery of employees, and every possible situation in unfair and dishonest trading. The Commission proceeds, on complaint of a competitor or on its own discovery of wrong conditions, to make an investigation. The complainant is no party to the suit because the suppression of harmful methods is a matter of public interest. The Commission notifies the suspected person or company of the charges made and frequently a discontinuance of the practice stops the action without tedious and expensive court procedure.

"Where it can, the Commission helps to perform the Government's second function toward business, the distribution of necessary information for fair competition. It is willing to give its frank judgment as to whether a contemplated act is legal or not. Its pamphlets, already published, have presented the results of extensive investigations in several fields and an exhaustive survey is now in progress on manufacturing industries in America, and the facts and figures concerning them. As fast as the work can be handled, the Commission hopes to cover the fields of industries other than manufacturing."

Mr. Hurley has great faith in the business men of America and in their love of fair play. Much of his experience as Chairman of the Federal Trade Commission has gone into the making of his recent book, and this book he dedicates "To the American business men whose ability, honesty and integrity I believe in." "Among all the business men I met in my work with the Commission," says Mr. Hurley, "I never met one who didn't want to do the right thing."

His book, "The Awakening of Business," is among those that make up the select little library published by Doubleday, Page & Company for the Associated Advertising Clubs of the World. There is an element of prophecy in the title; Mr. Hurley sees ahead a new era in American business in which honest and efficient methods will supplant the unfair and antiquated customs of the past, and cooperation between businesses and the government will bring to American business a prosperity hitherto unknown.

ENGLAND HAS 50,000 WAR WIDOWS

casualties warrant. The records of the other nations at war show similar figures and the problem which confronts these various nations is the question of relieving the situation, which has already been given much consideration.

Not all of the 50,000 widows are in positions to earn their own livelihood or to support themselves on a pension of the customary amount. While in numbers, by far the larger part of the women were dependent upon privates—"Tommy Atkins"—yet the figures of the war records show a larger percentage of mortality among the officers than among the privates, and the widows of officers represent a large number in the total of those who look to the government for aid.

The Women's Emigration Scheme, recently suggested by the Salvation Army, aims at selecting thousands of these widows for emigration to Great Britain's various colonies.

PHOTO COURTESY BY E. J. DUFF



LADY ELCHO

Lord Elcho, her husband, who had entered the army as a volunteer, was killed in action at Katia, near the Suez Canal, in 1914. He had been wounded twice, previously.

At the present time the Board of Pensions in England has over 50,000 war widows, more than 100,000 orphans, and 70,000 disabled men to deal with. It has received £1,000,000, and has been promised by the Exchequer £5,000,000 more, and further amounts as the number of



THE HON. MRS. GEOFFREY PEARSON

She is the widow of the youngest son of Lord Cowdray, Hon. Geoffrey Pearson, killed in France, where he was a dispatch rider.



MRS. LA TOUCHE CONGREVE

She is the youngest daughter of the well-known actor, Cyril Maude. Her husband, Major W. La Touche Congreve, was killed in battle, July 20th, 1915.



HON. MRS. ALAN MACKENZIE

Her husband, Captain Alan Mackenzie of the Grenadier Guards, died of wounds received in battle. She is the daughter of Viscount Knollys.



MRS. GUY DU MAURIER

Her husband, the soldier-playwright, Major Guy du Maurier, was killed in action. He was the author of the play "An Englishman's Home" which appeared at the time when Lord Roberts was making his most strenuous efforts to arouse England to the menace of a war with Germany. The play caused a great sensation and is still a great recruiting power. Mrs. du Maurier is active in Red Cross work.



LADY JULIET DUFF

The widow of Major Robert Vivian Duff who was killed in action in France in October, 1914, is the daughter of the Marchioness of Ripon and owns the most magnificent estate in Wales.

It is pointed out that this plan will contribute towards reducing the overwhelming female population in England which, before the war, exceeded the number of males by nearly a million and a half despite the fact that the proportion of male to female births was 1038 to 1000.

It is also suggested that the colonies will benefit by this scheme because of their present inadequate female population. Also, it is expected that the widows and their families adopting this scheme will derive much benefit.

The sending of suitable women to the colonies where they may meet with offers of marriage, is one way of meeting the problem, although it is not a permanent solution.



LADY MOYA CAMPBELL

Lieutenant Allan W. G. Campbell, of the Coldstream Guards, was killed in action early in the war. His widow, who is the second daughter of the Marquis of Sligo, has been aiding the work at one of the Y. M. C. A. army canteens.

SEEN IN THE WORLD OF SPORT

BY ED A. GOEWY THE OLD FAN



ENTIRE FAMILY ARE EXPERT GOLFERS

Des Moines, Ia., boasts of the most unusual family of golf players in the country consisting of Bert McKee, a banker, his wife, and their four children, every one of whom is an expert, and who, together, have won several dozen loving cups and medals. Among the testimonials to the prowess of the elder McKee is a low-score medal won in a state-wide competition. Last year Robert, the oldest son, was one of the three players representing Des Moines in the national contest and assisted in placing his team near the top of the list, and Lucile, the oldest daughter, just missed the honor of being the state's champion woman golfer. Frances, though but twelve, will enter the tournaments open to women this year, while Craig, seven, the "baby" of the family, already can make a nine-hole course in 63.



GREATEST WOMAN SHOT RETAINS OLD-TIME SKILL

Annie Oakley, the most wonderful professional woman shotgun, rifle and pistol shot the world ever has known, still retains her wonderful skill despite the many years she has been appearing before the public. Recently at an exhibition by the Saturday Gun Club at Pinehurst, N. C., she proved that she had lost none of her accuracy by shooting coins flipped into the air, breaking marbles on the fly, shooting a cigarette from the hand of an assistant, and putting a hole through an apple balanced on the head of her dog Dave. In the 30 years she has been shooting she probably has fired as many shells as any man living. In a 17 months' tour of Continental Europe, with two exhibitions daily, she used more than 1,000,000 shells. Incidentally she has taught about 2,000 women how to shoot.



Hal Chase



Rogers Hornsby



William Hinchman

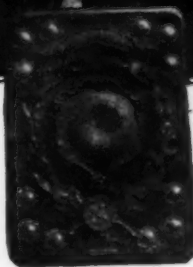
CELLAR CLUBS' HOPES REST ON THIS TRIO

At the close of the 1916 season the St. Louis and Cincinnati teams were tied for the cellar position and the Pittsburgh Club was but a short distance ahead of them. And this, despite the fact that of the National League players who took part in more than 80 games, Hal Chase of the Reds was the leading batter with .339 per cent.; Bill Hinchman of the Pirates was third with .315, and Rogers Hornsby fourth, with .313. Upon this trio of stars the hopes of these teams rest to make a better showing this year, for all are stars and are practically sure to be as good as, if not better than, last season. However, unless these boys are given more support than they have had, the chances of the second division's teams look slim when compared with those of the Dodgers, Giants and Quakers.



COLLEGE RIFLEMEN

Here is the shooting squad of the State College of Washington, which, in the recent intercollegiate contest, the most hotly contested in the United States, finished second with 1297 out of 1300, the Michigan Agricultural College beating them by a single point. The medal shown



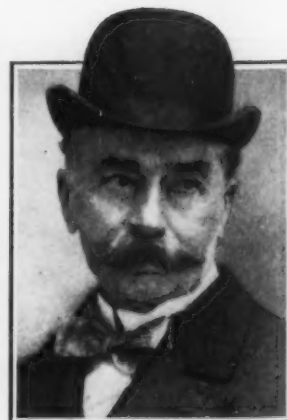
DISPLAY RARE SKILL

in the picture, given by the National Fish and Game Commission in 1907, to be contested for for twelve years by the cadet marksmen of the American colleges and universities, was won by the Washington squad in 1909 and 1915, regulation army rifles being used.



DUKE KAHANAMOKU'S NEWEST RIVAL

San Francisco, from which has come some of the country's most noted swimmers, is grooming Sanford Goodman, a magnificent specimen of the clean-living young college man, in the hope that some day he will wrest several swimming championships from the famous Duke Kahanamoku. Goodman, a pupil of Roger Arrighini, has mastered the wonderful American crawl stroke, with which a high school boy of today can beat a man using the trudgeon stroke, up to 12 years ago considered the best for fast swimming. Beside excelling at baseball, football and basketball, the young man, who stands six feet, one and one-half inches and weighs 190 pounds, and has no bad habits, has swum 100 yards in 59.2-5s., 50 yards in 24.2-5s., 25 yards in 10.4-5s., and, on his back, a 50 yard dash in 34s.



WILL FORM FRENCH BASEBALL LEAGUE

It begins to look more and more as if baseball would be the world's favorite sport. The great American pastime, introduced to the allied troops by the soldiers from the United States and Canada, has found much favor with the French warriors, and soon after the termination of the great European struggle, a baseball league, patterned after the organizations here, will be formed in southern France by Vicomte de la Panouse, president of the team which has played at Monte Carlo. The ball park of this club is near the Mediterranean shore and will be the training ground for the new league.

PEOPLE

TALKED ABOUT



CHINA'S MOST POWERFUL FIGURE

The news of America's break with Germany, on February 1st, influenced greatly Chinese public opinion, already wrought up over Germany's numerous offenses, among them being the killing by submarines of many coolies, on their way to work in Europe, and the seizure of the entire province of Shantung, because of the murder of two German missionaries. For some time the cabinet debated the advisability of breaking with Germany and on March 4th voted to do so, but President Li Yuan Hung, claiming the exclusive power to take such action, refused to sanction the step. The Cabinet, under the leadership of Premier Tuan Chi-jui, resigned, but resumed office when the President withdrew his objection. On March 10th the severance of diplomatic relations with the Imperial Government was formally ratified. The Premier, whose portrait appears above, gained great prestige by his leadership in the step which may involve China actively in the war, as Portugal was involved, a year ago, when she broke relations with Germany and seized the German ships in her harbors. Six German ships were seized by the Chinese Government.



COURTESY AMERICAN PRESS

READY TO DO HER PART

The women of America are among the foremost advocates of preparedness. All over the country they are forming into volunteer organizations of many classes, some for Red Cross work, others for industrial aid, some even for such branches of military activity as might demand their services in an emergency. Here is Miss — no, Captain, Alisand Shand of the Women's Military Reserve of the United States, a mounted company in New York, ready for service as dispatch bearers.



OLDEST CONFEDERATE TWINS

Duncan Alexander Buie and Daniel Calvin Buie recently celebrated their golden wedding anniversaries, down in North Carolina. Their guests were those who remain of the bridal parties of 50 years ago. The twin brothers were born November 12th, 1833, and both were married in 1866. Both were in their third year in college when the War between the States broke out and both enlisted. They are the oldest living twins of the Confederate armies. The next oldest pair of Confederate veteran twins live only a few miles from the Buies.



A CONGRESSIONAL RECORD

Senator Bankhead of Alabama, the only remaining Confederate veteran in the upper house, must now divide the family honors with his son, W. B. Bankhead, a member of the new Congress. Alabamians assert that this is the first case of father and son sitting in the same Congress in the history of the country.



HAROLD E. TRUMB

AMBASSADOR GERARD SAFE HOME AGAIN

After a roundabout and trying trip, dodging submarines, Ambassador James W. Gerard, with his wife and his official assistants, is back at home. His arrival in Washington on March 14th, aroused great interest in official circles, but a close guard practically hid him from the eyes of those who had waited to see his arrival. A State Department pass was necessary to enter the station where his train arrived; and secret service men and uniformed guards escorted him to the State Department offices. In this picture he is seen walking with Secretary of the Treasury McAdoo and behind him is William Phillips, assistant Secretary of State. Mr. Gerard, since his appointment as ambassador to Berlin, on July 28, 1913, has been of great assistance to the President, and his information and advice are certain to be invaluable in the present crisis. When on March 17th, Mr. and Mrs. Gerard visited New York City, the city gave them a rousing welcome. The ambassador spoke in deep appreciation of the cordiality shown them and in terms of the greatest loyalty and respect of the President. He commented regretfully, however, on the visible lack of adequate military forces. "I have seen the Germans in one afternoon take prisoner more men than there are in the United States army," he said. "There are more chauffeurs in New York and New Jersey than there are men in our army."



SHE APPRAISES INHERITANCES

Beside practicing law in Los Angeles, Miss Elizabeth Kenney is the State Inheritance Tax Appraiser for Los Angeles County, the first, and probably the only, woman to hold such a position. She was the first woman to practice law in her city, the first secretary of the Los Angeles Housing Commission, and the first president of the Professional Women's Club. The booklet which she compiled, in the suffrage campaign of 1911, discussing the California State laws relating to women and children was one of the campaign's most powerful arguments for woman's right to the ballot.

PICTORIAL DIGEST OF

**"THE IRON DUKE"**

The Canadian War Office stipulates that no information about this picture, other than these three words, shall accompany it when it is used. It is not betraying any military secret, however, to say that this picture, which shows one of England's sea fighters

and the cloud of smoke from its big guns is one of the very few pictures of the British fleet which have reached this country in some months. The location of England's ships is a matter which the censor prefers to keep to himself.

**INDIANA TORNADO SPREADS DEATH AND DESTRUCTION**

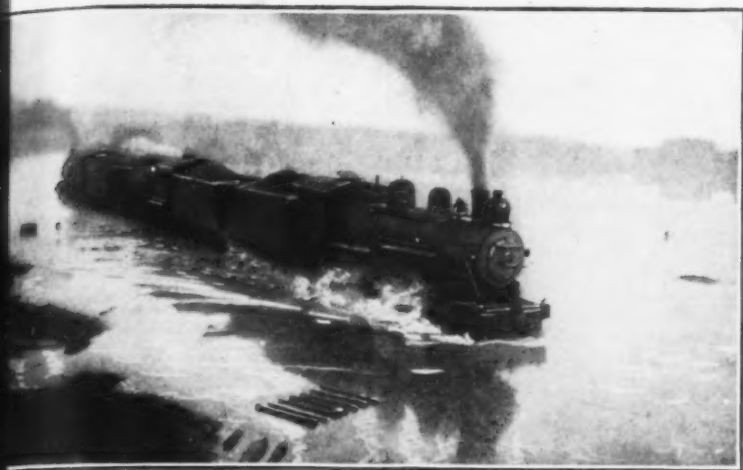
More than a score of people were killed, about 200 more were injured and property valued at \$2,000,000 was destroyed when on March 11th, a tornado swept over the "City of Roses," New Castle, Ind. In spite of the drenching rain, fires broke out and checked the efforts

of the rescuers. The city's electric lighting plant was one of the buildings wrecked. This picture, taken at the corner of 22nd Street and D Avenue, shows the conditions the storm left behind it. Seven bodies were removed from the debris seen here.

**CANADA'S FAMOUS MOUNTED**

For 42 years the Royal Northwest Mounted Police have patrolled Canada's northern and western expanses, but a government act has ended this long service and 600 of these skilled horsemen have been mobilized as a unit in

OF THE WORLD'S NEWS



RAILS TRAVEL BY WATER IN FLOOD TIME

the recent floods at Chattanooga, on the banks of the Tennessee river, the tracks of the roads, in some places, are entirely below water. In a situation of this kind it is perilous to take chances; consequently, before any passenger trains were permitted to use the submerged tracks other trains were sent out to test the condition of the bed. This train, rushing through the water, found the tracks safe for passenger trains to use.



CHINA HAS SIXTY MILLION MORE

No, they are not all trained and in uniform; her present army numbers only 700,000, but, because of numerous internal wars, they may all be called veterans. However, now that her relations with Germany have been broken and several German ships seized, she may become an active enemy of the Imperial Government. China's soldiers are volunteers and stand high in public favor, though formerly looked down upon. China's military education has been in the hands of Japanese and German officers and her equipment is modern—even to aircraft. Her navy is negligible. China's strength is potential, but if war continues, who can forecast the possibilities dormant in 400,000,000 people? If her sixty million men of military age were as well equipped as the cavalymen shown above or the artillerymen at the left, the encroachments of other nations would cease.



MOBILIZED FOR WAR

Canadian Expeditionary Forces overseas. From the international boundary line their "beat" extended to the Atlantic Ocean. This photograph of some of them on parade was taken at their headquarters at Regina, Saskatchewan.

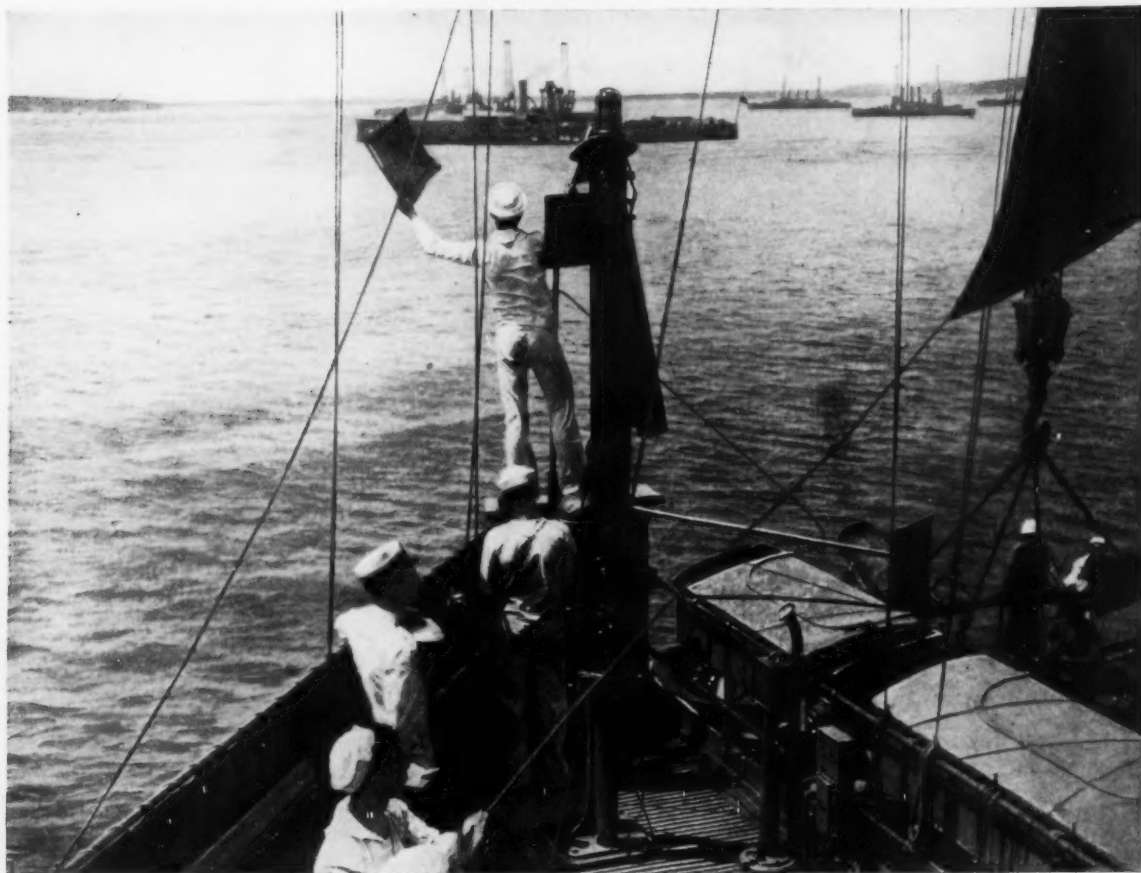


ENOUGH SHELLS TO GO 'ROUND AND SOME LEFT OVER FOR THE ENEMY

It is almost impossible to realize the number of shells that are being used daily in the great war until pictures of some of the ammunition depots furnish a glimpse of endless rows of shells, piled, awaiting shipment to the front. Behind the Somme front,

these Canadian soldiers chose a spot where the shells were the thickest to pose for the photographer. Familiarity with them has bred contempt for the three-inch shells and each soldier waved one, jovially, as the camera clicked.

THE LANGUAGE OF THE NAVY



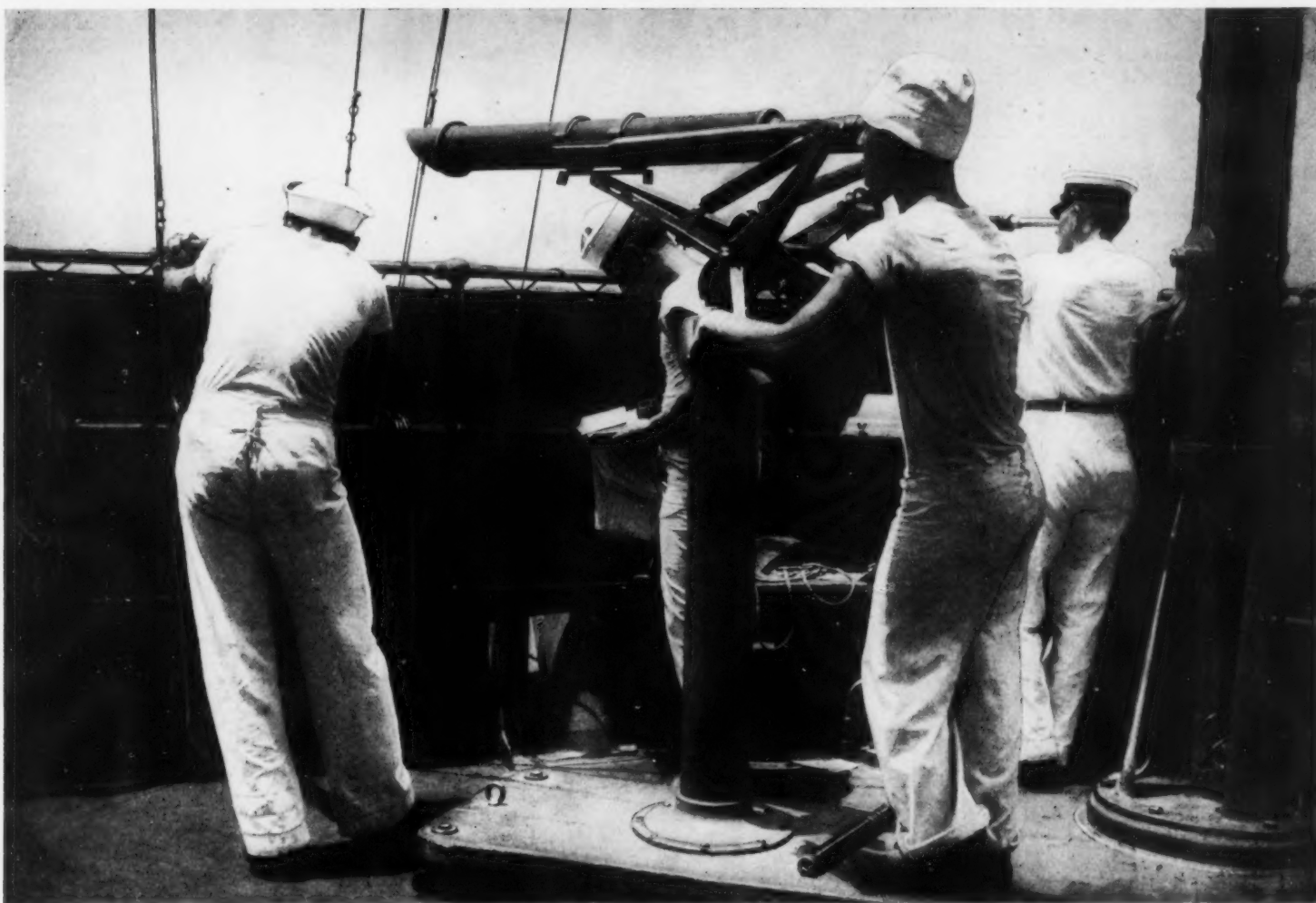
FLAGS THAT SPEAK

Marine signals, in daytime, consist of sets or combinations of flags, conveying whole messages and raised on the mast, or of waving flags of 26 different patterns, which spell out messages. At night, lights or torches replace the flags. By the international agreement of 1901, message-signals are uniform in all languages and spelling-signals can be read in any language using the Roman system of characters. In this picture a sailor is wig-wagging a message to the ship in the distance.



EYES THAT HEAR

Up on the bridge, these men are receiving the message that is being signalled to them from the flagship. The man with the book is deciphering the message as it is read. More than half of the book is an index of geographical locations, tables of moneys and measures, phrases, and sentences, all so arranged as to make the sending and receiving of messages, in any language, speedy and accurate.



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MEN WHO ARE MAKING AMERICA

(Continued from page 351)

showed up the grafters. Things became so lively that I often had an armed guard in my room while I slept. At one period I never went on the street without my hand clutched on a six-shooter in my coat pocket ready for business."

"Did you have any fisticuffs or gun battles?" I asked. Mr. Kingsley's reply was evasive. Finally I persuaded him to tell what manifestly was in his mind.

"Well," he began, "I was a Republican, and when the Democratic governor appointed a gang of disreputable carpet-baggers to the local offices we wanted our own people. The fellow appointed County Commissioner was particularly objectionable, and I made fun of him in the paper over some silly thing he did. The morning the paper appeared, as soon as I went on the street, he came straight toward me. I was not anxious for trouble—indeed, my aversion to street rows had begun to create an impression that I was more courageous with my pen than with my right arm.

White with rage, he struck at me. I was no boxer, but it dawned on me that he didn't seem to know much about the game either, so I parried his blows and when he saw that he could not get me that way he kicked me in the stomach with his heavy ranch boot. I caught enough of the blow to make me mad, and I struck him on the chin with such force that I lifted him off his feet. He landed on the sidewalk.

"After that I had less trouble. The funniest immediate effect was that a big Irishman who had been anxious to lick the Commissioner, but didn't quite have the nerve, came to my house that evening with a bumper basket of strawberries and presented them as a sort of thank offering!"

Shortly after that Mr. Kingsley was named a member of the delegation from Colorado to the Republican National Convention at Chicago and in the following year, 1886, he was elected State Auditor and Superintendent of Insurance, with headquarters, of course, in Denver. He found it necessary to go after fake insurance companies and to give insurance much study. Dr. Spaulding's preachings about the value of life insurance became very real to him and the more he studied insurance the more deeply convinced he became of its value, both to individuals and to society. In short, he became a whole-hearted insurance convert.

Therefore, when George W. Perkins went to Denver and offered him the post of Inspector of Agencies for the whole of the New England territory of the New York Life, Mr. Kingsley gladly accepted.

"I took up my headquarters at Boston in the beginning of 1889," said Mr. Kingsley, "and remained there until 1892. And here I am still."

That sounds very simple—"And here I am still." But when he came he was merely superintendent of agents, whereas today he is president. The intervening years have been filled with constructive, aggressive, clear-sighted work. They have covered the years of trials and crises for the insurance companies, years during which the weak and the unworthy have gone to the wall and the strong and worthy have forged to the front.

It was, as a matter of fact, the first onslaught upon the New York Life and its President, William H. Beers, that was directly responsible for Kingsley's coming to headquarters. Both Mr. Perkins and he, on being summoned to New York at that time, at once took up the cudgels on behalf of the company and its head. Both could wield a pointed, effective pen; both could rally and stimulate weak-kneed and despairing agents; both could ably meet the newspaper attacks. Although President Beers was reelected by the board, he re-

(Continued on page 362)

GREAT BEAR SPRING WATER
(50c the case of 6 glass stoppered bottles)



Check Raised—Credit Gone

MERCHANT—Why isn't our credit good?

CREDIT MAN—Well, I've heard of your loss on that raised check—afraid it has crippled you.

Why run that risk? A man's credit suffers every time in a check fraud—just as it would suffer if he met with a fire loss and no insurance. Write and protect each check with

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Check Writer (Todd Patents)

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It writes the full amount, in words, in two colors, in the body of the check. "Shreds" the characters into the fibre of the paper. Forces acid-proof ink through and through the shreds—Thorough Protection.

It makes the checks neater, more readable, more business-like—Good Advertising for you and bound to impress people as to your stability.

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When a second machine was needed to take care of the growing burden, the order read: "Send us another Comptometer."

That order has been repeated six times in the last nine years. Other machines have been considered—their merits tested—but each time the order has read: "Send us another Comptometer."

Asst. Treas. A. J. Roos discloses the reason why when he says:

"It would cost us the salaries of six more men if we had to give up these Comptometers.

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"The valuable service rendered by your representative has played no small part in this result."

Work handled by Comptometers in the Diebold office includes:

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What makes the Comptometer so effective in this, and thousands of other offices, is its one-motion, rapid-fire action—its adaptability to every form of arithmetical calculation—Addition, Multiplication, Division, Subtraction—its superior speed and accuracy on each of these operations.

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Wanted—Another Ostermoor

"Somewhere in this happy land," as De Wolf Hopper used to say in his immortal "Casey," there is another Ostermoor. Not necessarily another mattress. In this case "Ostermoor" stands for a lot of other things, at present unknown, which might be made equally famous by Magazine Advertising. Once there was no nationally known soap. Now, probably folks buy by brand name more soap than any other household article. Not so long ago very few housewives thought of using canned soups. Soup could be made so easily at home. Yet the sale of canned soups, advertised extensively in magazines, increased 204% from 1900 to 1914. There's nothing so constantly worn and so frequently worn out as shoes, and yet for this country of something like 25,000,000 families there are mighty few shoes advertised. True of canned vegetables and fruits, too, and

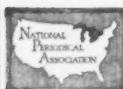
Mr. Manufacturer, think, think over your line. Is there not something in it which could be made a specialty—the leader? Do enough people use it to make it a safe bet that a million might? Offer it to them through Magazine Advertising. Will you talk it over with us?

yet the tendency in housekeeping is surely toward ready-prepared dishes. Can you think of a brand name for tomatoes?

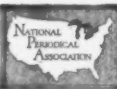
You can't name, right off hand, a brand of canned salmon, can you? Chances are you just ask for "a can of salmon." Also you might eat more salmon if you were sufficiently urged.

One would think that the Life Insurance companies, since their market is so universal, would constantly drive home in Magazine Advertising the protective value of life insurance, and pave the way for their agents. It would speed up the writing of life insurance, make life insurance really popular, and increase the incomes of thousands of agents.

A former big ——— concern would give a lot of money if it could find a way out of its failing business. It has had all kind of insurance, except Magazine Advertising.



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Harper's Magazine
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Mother's Magazine
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St. Nicholas

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Short Stories
Smith's
Something-To-Do
Sunset
To-day's Housewife
Vanity Fair
Vogue
Woman's Home
Companion
World's Work

MEN WHO ARE MAKING AMERICA

(Continued from page 361)

signed rather than have the company's interests injured, and when John A. McCall was elected to the presidency both the young Western gladiators were promoted.

Then when the historical insurance investigations of the Armstrong Committee began in 1905, Darwin P. Kingsley came to the front as a man of unusual caliber, unquestioned character and farsighted statesmanship. By this time he had mastered not only the insurance business but had cultivated a thorough grasp of its collateral, financial and investment problems. After the smoke of battle cleared away only one man stood out as conspicuously fit for the presidency. When Alexander E. Orr, elected temporarily to succeed Mr. McCall, stepped out in 1907, Mr. Kingsley, without contest or question was elevated to the presidency.

The company had not then a dollar invested in farm mortgages, but Mr. Kingsley's Western experiences had taught him that here was a safe and profitable field for the investment of insurance funds. Today the company has \$30,000,000 out on loans to farmers, of which \$17,000,000 was supplied last year, every dollar representing a soldier fighting against the high cost of living through facilitating the development of agricultural production. Similarly, Mr. Kingsley introduced the innovation of investing in trustworthy municipal bonds.

His aim, as he impressed upon the whole force, was not necessarily to have the New York Life the largest insurance company in the world, but to have it the best and strongest. While, therefore, its \$2,500,000,000 insurance in force is exceeded by only two other companies both doing an "industrial" insurance, no competitor can show within two or three hundred million dollars as much assets. Of course, Mr. Kingsley is a believer in healthy growth, and the amendments which have been secured in the original law limiting the amount of new business undertaken have been largely the result of his exertions by pen and speech.

For years the most serious office problem was the delay and congestion occasioned by the necessity of keeping thousands of records in very ponderous volumes. While one clerk was writing data from one page of the tome scores of other clerks were waiting to get at other pages. No solution was found until Mr. Kingsley tackled it personally; he overcame the whole difficulty by introducing a card system from which blue prints were made by the Cooper-Hewitt photographic process. The value of this plan cannot be grasped by the layman.

Tradition has it that prize orators at school never shine as speakers in later life. D. P. Kingsley, of the Vermont University class of 1881, has broken this rule. Not only is he the author of more than one book on insurance, its fundamental principles and universal ramifications, but he is a brilliant orator and is in constant demand to address business associations, educational institutions and all sorts of banquets—one of his neatest addresses, although he is not a stickler for creeds and doctrines, was recently delivered to a large body of Episcopal clergymen on "The Sin of the Church."

Mr. Kingsley is a man of big ideas. As head of an organization which does business in every civilized country of the world and finds the people of one country ready to pay their money into a central fund to be used for the benefit of the people of all other nations in common, he has become impregnated with a consuming conviction that this same principle of co-operation between nations could and should be extended to the general affairs of life throughout the world, thus evolving one colossal democracy recognizing and founded on the brotherhood of man. We have outgrown tribe life and clan life; on more than one continent we have progressed from independent and isolated states to commonwealths and federations. Why not, asks Mr. Kingsley, carry this development across national boundaries?

War, he contends, is the logical and in-

evitable fruit of the doctrine of sovereignty. How can democracy supplant sovereignty and remove the war-breeding friction which rule by sovereigns begets? Here is Mr. Kingsley's answer, delivered in a recent address:

"Ultimately through the federation of the democratic world, but, as a first step, through the re-union of the Anglo-Saxon world. This re-union must be accomplished not to over-awe any other people, not to pile up force with which to meet force, not to eliminate small nationalities or make great ones afraid, but primarily to make the Anglo-Saxon world really democratic—democratic inter-state as well as intra-state—democratic as our forty-eight States are internally democratic. Such a federation (not confederation) would almost certainly come to include—perhaps before its completion—France, Holland, Switzerland, probably the Scandinavian countries and Spain, and possibly some of the republics of South America. 'The Parliament of Man' would then be something more substantial than a poet's dream. . . . What an opportunity! What a glorious opportunity! After the hideous ruin of 1914-15-16, after seeing Europe do what our States would certainly have done but for Alexander Hamilton and the great Federalists who drove the Federal Constitution through in 1787-8, after seeing the Southern States fearfully attempt its ruin in 1861-5, after coming ourselves up out of the world of littleness and jealousy and fear, after feeling the pride that citizenship in this great Republic justifies—can we not now see a nobler picture, do we not get a wider vision, do we not hear the call of a still more majestic citizenship? . . . The Anglo-Saxon Republic: The United English Nations. Who shall estimate its significance?"

Insurance knows no national boundaries. At this moment the New York Life is maintaining offices and meeting claims in Germany and France and Austria and Russia and England. Each people has paid into one common fund and from that common fund, composed of the moneys drawn from all nations, receives succor according to contract.

"I look upon life insurance as an international evangel preaching the gospel of internationalism and brotherhood with a force of cogency equalled by no other agency," Mr. Kingsley impressed upon me with all the earnestness of a Moody or a Beecher.

Neither his tremendous business responsibilities nor his activities as a scholar, a writer and an orator consume his whole energies. Until recently he was president of the unique Hobby Club, each member of which must have a hobby and a creditable collection; Mr. Kingsley's is Shakespeariana, and as the foundation of his collection he was fortunate in securing the four folios over twenty years ago. He is president of the Seniors' Golf Association, another novel body whose annual tournament at Apawamis attracts veterans from all over the country. He is also an enthusiastic disciple of Isaac Walton. He took a leading part in organizing the Safety First Federation and became its president. The American Museum of Natural History numbers him among its life members.

His philosophy of life has led him to subscribe unreservedly to the creed of his favorite poet: "The merry heart goes all the day, the sad one tires in a mile a." In his journey through life he seeks to radiate good cheer. His oldest son, Walton P. Kingsley, graduated from his father's Alma Mater in 1910 and is now assiduously climbing the insurance ladder. His other sons are Darwin P., Jr. and John M., both students at Groton. Mr. and Mrs. Kingsley—the latter, Mr. Kingsley's second wife, was Josephine I. McCall, daughter of the late John A. McCall—also have two daughters.

I have made the discovery that the ambition of nearly every successful man is to receive an honorary degree from his Alma Mater. Mr. Kingsley won this honor at forty-four.

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WATCHING THE NATION'S BUSINESS

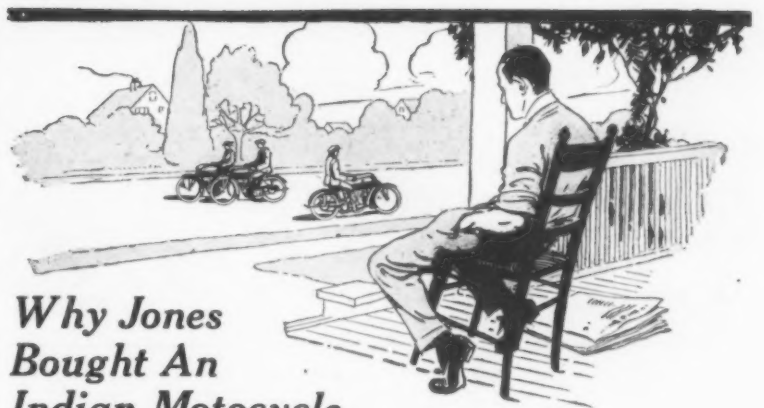
BY THOMAS F. LOGAN

LESLIE'S WEEKLY BUREAU, WASHINGTON, D. C.

IMPORTANT AMONG the big appropriation bills that failed of passage through the blocking tactics of the Senate are the Rivers and Harbors bill, carrying \$35,000,000; the Army bill, \$279,000,000; the Sundry Civil bill, \$138,000,000; the General Deficiency bill, \$62,000,000; the Military Academy bill, \$1,348,000, and the Public Buildings bill, \$38,000,000. Three may be considered as clearly coming under the head of national preparedness measures. The sidestepping of the administration railway labor bill was presaged long in advance of adjournment, while the enlargement of the Interstate Commerce Commission was allowed to go over in obedience to the same dictates of State jealousy and surrender to the labor organizations. The oil land leasing bill failed of passage at a time when, in the words of the President, it "should have been released for immediate use the mineral resources which are still locked up in the public lands, now that their release is more imperative than ever." The water-power bill, "which would have made the unused water power of the country immediately available," suffered the same fate. The Webb bill, referred to by President Wilson as "the bill which would have permitted such combinations of capital and of organization in the export and import trade of the country as the circumstances of international competition have made imperative—a bill which the business judgment of the whole country approved and demanded," was lost in the wrangling. It is generally understood, no doubt, that these appropriation bills all apply to the coming fiscal year, and that existing appropriations can be drawn upon until the first of next July, although not beyond that time. Through a provision inserted by Senator Lodge, of Massachusetts, the amounts appropriated by the great naval bill are made immediately available.

MINORITY **TWELVE** "wilful men," so called by President Wilson, talked the armed neutrality bill to death during the closing hours of Congress. The majority was overwhelming in its favor in both the House and the Senate. Yet under the Senate rule of "unlimited debate" the twelve opposing Senators thwarted the will of Congress and the desires of the President and the people. Their names are: Clapp, of Minnesota; Cummins, of Iowa; Gronna, of North Dakota; Kenyon, of Iowa; La Follette, of Wisconsin; Norris, of Nebraska; Works, of California; Kirby, of Arkansas; Lane, of Oregon; O'Gorman, of New York; Stone, of Missouri, and Vardaman, of Mississippi. The first seven are Republicans, the last five Democrats. Through the cloture rule passed in caucus March 8 by a vote of 76 to 3, no such filibuster will again be possible. Free speech still is to be preserved, yet filibusters can easily be prevented by the amendment which provides that when two-thirds of the Senate membership agree that when the debate in progress has taken on the character of a filibuster, they can fix a time for a vote.

RESURRECTING **A "PIRATE"** **STATUTE** and the rovers of the Spanish Main were recalled when legal minds dug up the law of 1819 against piracy to block the President in his desire to arm American merchantmen for defense against submarines. The law was framed for the defense of American shipping from pirates. While it permits the arming of the ships, it does not permit the ships to defend themselves against "a public armed vessel of a nation" with which this country is "in amity."



Why Jones Bought An Indian Motorcycle

SUNDAYS and holidays were long days for Jones. After he had read the papers, time hung heavily on his hands.

His chief diversion was sitting on the front porch and watching happy, outdoor-loving boys, men, and elderly gentlemen spin down the road on Indian Powerpluses, Light Twins, and Bicycles.

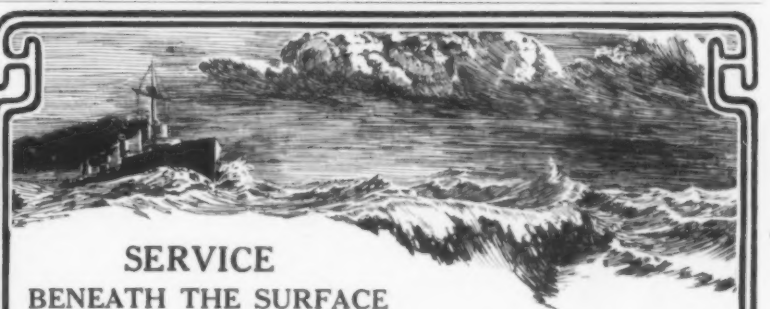
A lot of machines went by—most of 'em red. Seemed like everybody rode Indians. Why shouldn't he be an Indian rider, too, and put in his Sundays and holidays as a real man should? Acting on the idea, Jones bought a 1917

Indian Motorcycle With Powerplus Motor

There's a 1917 Indian for everybody—young or old. For advanced motorcyclists, the Big Twin with Powerplus Motor with its matchless power, speed, cleanliness, quietness, comfort, stamina, and mechanical simplicity. For those desirous of modified speed and power but Indian soundness of construction, the easily controlled Light Twin with Four Cycle Opposed Motor. For Bicycle enthusiasts, the Electrically Equipped Indian Bicycle with its

Indian Motorcycle streamline effect—and ten other 1917 model Bicycles from \$26 to \$45. Take those short spins and long tours you've longed to take. Spend your spare hours outdoors, under the blue sky, in the health-giving, blood-making open. The Indian way is the quickest, most comfortable, surest, easiest, most economical, highest quality way. Over 16 consecutive years of engineering thought and initiative behind whatever Indian model you buy.

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white veils, white felt hats—because
it costs so much to have them
cleaned.

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ALASKA'S SEMI-CENTENNIAL

BY THOMAS F. LOGAN



SIGNING THE ALASKA TREATY

Here is the scene at the consummation of one of the most valuable investments our government ever made. The painter Leutze shows Mr. Seward seated at his writing table listening to the Russian minister, Mr. Stoeckl, whose hand is extended over a great globe while the light streams down on the outline of the territory under consideration. Mr. Chew, the chief clerk, holds the engrossed copy of the treaty. In the background are Mr. Hunter and Mr. Bodisco comparing the French and English versions. Senator Sumner and Frederick W. Seward are seated in conference. A suggestion to bring President Johnson into the picture met with such strong objection that a compromise was made by including his picture then hanging on the wall of Mr. Seward's office.

HISTORY often justifies the judgment of one man against that of many. Could William H. Seward stand before Congress today, cheers would rise where denunciation and ridicule were heard fifty years ago. For "Seward's Folly" has turned to "Seward's Glory" during the half century that has elapsed since President Andrew Johnson, on March 30, 1867, sent his message to the Senate announcing the negotiation of a treaty with Russia for the purchase of Alaska. This purchase created a new empire on the Pacific and contributed enormously to the commercial growth of all the Pacific coast cities.

Never was there sprung a greater surprise on the Senate than when the treaty was announced. It was at a time when the unpopularity of President Johnson was at its height, and any act associated with his name met stern opposition. This accounts in a measure for the absence of any previous notification by the State Department of the negotiations in progress.

The man chiefly responsible for the acquisition of Alaska by this country was William H. Seward, then Secretary of State. During Johnson's administration Seward renewed old discussions regarding such a purchase with the Russian minister, Edward de Stoeckl. He found that Russia was not unwilling to allow her possession to pass into the hands of a traditional friend, but would not permit it to go to a European power. As a remote province, not easily defensible, Russian America was a source of danger to Russia, whereas in the hands of the United States it might become a safeguard.

Within a short time the preliminaries were threshed out. The price to be paid was largely a matter of maintaining the dignity of the contracting parties. Russia thought \$10,000,000 would be about right. Seward proposed \$5,000,000. "Splitting the difference" followed, after which Seward suggested "knocking off" half a million. This brought the sum down to \$7,000,000. It was then found that the Russian Fur Company had claims against the Russian Government which it was thought the purchaser should extinguish. This was agreed to, and \$200,000 was added for that purpose. The general argument was that the interest on the payment, \$7,200,000, would easily be met by the annual yield of timber, mines, furs and fisheries.

On the evening of Friday, March 29, 1867, the Russian Minister informed Mr. Seward at his home that the Emperor had given consent to the cession, and suggested that the treaty be entered upon at the State Department next day.

"Why wait till tomorrow, Mr. Stoeckl?" asked the Secretary.

"But your Department is closed. You have no clerks, and my secretaries are scattered about the town."

"Never mind that," responded Seward. "If you can muster your legation together, before midnight you will find me awaiting you at the Department, which will be open and ready for business."

Thus is the conversation recorded in the reminiscences of Frederick W. Seward, son of the Secretary, and Assistant Secretary of State under him. Two hours later they were at work, and by four o'clock the next morning the treaty was engrossed, signed, sealed, and ready for transmission by the President to the Senate. There was need of haste, for the end of the session was near at hand.

In the debate which followed the President's message the extremes of ridicule were reached. It was a "barren, worthless God-forsaken region." The ground was "frozen six feet deep," and the only products were "icebergs and polar bears." It was a place of "wretched fish" for "wretched Esquimaux," and for this the United States was expected to pay seven millions of good money! What shall be its new name? "Walrusia," "Johnson's Polar Bear Garden," and "Seward's Folly" were all proposed, of which "Seward's Folly" was longest remembered. And so the matter dragged along, with outcries and protests, until the ratification on May 28th. But it was not until the 27th of July of the following year that an act making appropriation to pay for Alaska was finally passed and approved. On the next day the Secretary of State made requisition upon the Treasury for \$7,200,000 to be paid to the Russian Government, whereby Alaska became ours by payment in full.

The rechristening of the newly acquired territory was a matter of some difficulty. "Sitka," the name of its capital, "Yukon," that of its great river, and "Aliaska" or "Alaska," derived from "Oonalaska," its great peninsula, and "Alicuta," derived from its chain of islands, were all considered. Finally, "Alaska" was adopted.

Within the half century that has since elapsed, "Seward's Folly" has long since ceased to be a byword. Of incalculable value have been the treasures taken from sea and land in Alaska and its borders in fish, fur and minerals. During thirty-two years of mining, Alaska has produced over \$351,000,000 worth of gold, silver, copper and other minerals, and it has seams of coal as yet scarcely touched that are not second in magnitude to any in the world.

THE TREND OF PUBLIC OPINION

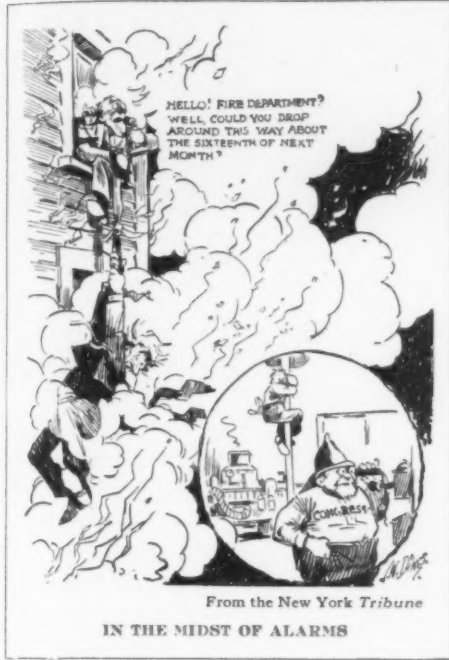
BY CHARLTON BATES STRAYER

ON THE EDGE OF WAR

THE German Government's announcement that its U-boats would sink all merchantmen, neutral as well as belligerent, within certain areas without visit or search has been met by the Administration's announcement to the world that it will place naval guns and gunners on every American ship leaving our ports. It is supported by

With the country awaiting the decision of the Supreme Court on the constitutionality of the Adamson law, the brotherhood chiefs declared they were "going ahead as if there were no Adamson law or no Supreme Court." For their demand that all their complaints be settled now irrespective both of the statute that Congress was coerced to pass in their behalf last September and of the Supreme Court's decision upon its validity the trainmen give as reason the danger of war at any moment. They argue that since war would mean a delay of four or five years in securing the eight-hour day, they are determined to get it before war comes. In this time of national crisis the resolutions adopted by organized labor, assembled at the suggestion of the Council of National Defense, put labor in a much better light. In this, labor offered its services "in every field of activity to defend, safeguard and preserve the Republic." The Civic Federation and Council of Defense have already taken steps to prevent strikes in case war comes.

THE British capture of Bagdad would seem to end the German dream, visualized in the Berlin-Constantinople-Bagdad Railway. When Germany made her peace move it is thought she would have been willing to trade her Belgian and French conquests for a free hand to organize a vast Eastern confederation stretching from the Baltic and North Seas to the Persian Gulf and the Red Sea. For 4000 years, Bagdad, the capital of Caliphs, has been a war prize, and for the last 279 years has been under the rule of the Turk. With modern irrigation it will become once more the center of one of the finest grain regions in the world, 20,000 square miles in extent. The strategic value of Bagdad's fall will be the linking up of the Rus-



From the New York Tribune
IN THE MIDST OF ALARMS

every patriotic American. No distinction is to be made between vessels carrying munitions of war or other contraband and those whose cargoes are non-contraband. Any American ship that has the right to leave an American port has the right to the protection of American guns.

Complete instructions, which have not been made public, will be furnished the naval guard on every ship that sails. Unofficially it is stated that Germany's announcement that all ships will be attacked without warning is taken at its face value, and that consequently our gunners will fire upon U-boats at sight. A naval guard would be useless and absurd under the circumstances unless this were the policy. The placing of guns on merchantmen is not a belligerent act; the ships retain their status as merchantmen and are subject to the right of visit and search by a belligerent submarine or warship. The "armed guard" on merchant ships is analogous to the policeman assigned to street cars to protect them from attack during a strike. Count von Bernstorff is quoted as saying in a Copenhagen interview that there would be war "if we sink an American ship." The Algonquin, an American ship, has since been sunk without warning. Washington has taken its last possible step short of declaring war, and Congress, which has this power, is not in session.

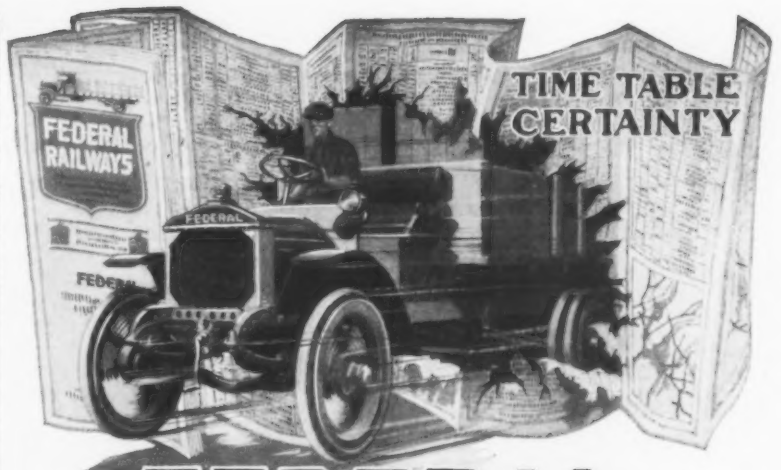
LABOR IN THE NATIONAL CRISIS

THE patriotic action of organized labor, in special conference at Washington, pledging support to the nation against its enemies is in marked contrast with the threat of railroad trainmen to paralyze the country by a nation-wide strike.



From the New York Herald
"IF YOU WANT TO STRIKE, SON, STRIKE THE KAISER I"

sian forces in Persia and Armenia with the British army, making possible the freeing of the whole of Persia and Armenia from Turkish rule. Since other British forces are within twenty miles of Jerusalem the dream that all of the Holy Land will eventually be restored to Christian rule is within the range of probability.



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Sears-Roebuck Railroad Schedule

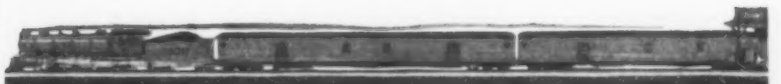
Truck No.	1	2	3	4
Warehouse Arr.	7.30	7.45	8.00	8.15
" Lve.	7.45	8.00	8.15	8.30
Plant Arr.	8.00	8.15	8.30	8.45
" Lve.	8.15	8.30	8.45	9.00
Warehouse Arr.	8.30	8.45	9.00	9.15

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LESLIE'S TRAVEL BUREAU which appears in the first and third issues each month will give specific information to LESLIE's readers who are planning to travel at home or abroad. Correspondents are requested to state definitely their destination and time at which the proposed trip is to be made. This will facilitate the work of this bureau. Stamps for reply should be enclosed. Address: Editor Travel Bureau, LESLIE'S WEEKLY, 225 Fifth Avenue, New York City.

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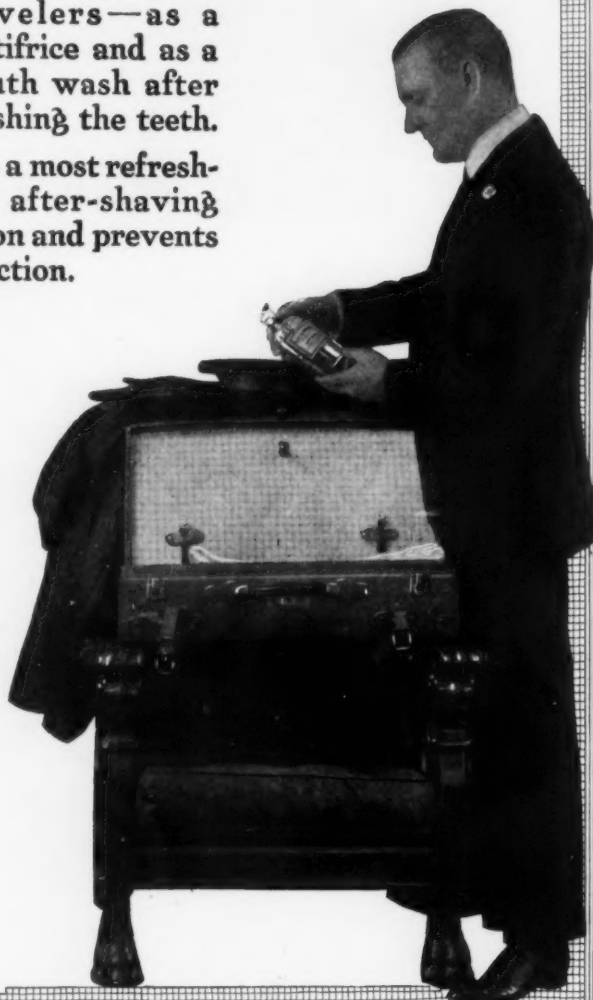
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It is a most refreshing after-shaving lotion and prevents infection.



ON BEING SCARED TO DEATH

BY DR. KELLOGG SPEED



CONVALESCING FROM WOUNDS OR SHELL-SHOCK

Every tenth soldier in hospital is there to recover from complete nervous breakdown. Such men, though physically unscratched, are rightly classed as wounded, for their nervous systems are wrecked. In this line are several such patients.

LET me quote from a recent edition of the *London Post*: "The casualty lists last issued by the War Office account for 4,288 non-commissioned officers and men, of whom 665 are dead, 2,675 wounded, and 948 missing, among the wounded being 214 cases of shell-shock."

These figures show the high percentage of shell-shock among the wounded British soldiers and we, people of these United States should know something about this condition.

Trench warfare, like that on the western front waged in ditches 9 feet deep, has developed its own military peculiarities. To the medical profession it has brought a new disease, a condition unbelievable and one which takes us back to our boggy days of childhood. This cause of suspension from duty is known as shell-shock or "shock shell" as the British war office officially calls it, and its manifestations while numerous have some common features which to the lay eye are quite wonderful.

To understand its cause and action we must take our place in the trenches with a company on the first line. An attack is simmering and the constant preliminary bombardment of heavy and light artillery is on. Shells three inches or more in diameter are being hurled against the trench line to destroy or disentangle barbed wire defenses, cleverly put up some ten or fifteen yards in advance, in the dark of night. Through these prickling meshes it is almost impossible for a man to make his way and no line of charge can be so vigorous that it is not checked or broken by the entangling, stinging barbs.

Shells, shrapnel, high explosives, are rained on them and on the trench with its narrow communication to the supports in the rear, until there is a constant din of tremendous explosions and the air is filled with noxious gas. Time has come to seek cover and the soldier ducks his steel-helmeted head into his underground dugout, crowds down with his mates and waits for the storm to blow over, knowing that it must abate before infantry can rush out to do follow-up work.

The first two hours it is exciting; sand bags, boards, and a few dugout roofs are blown down and some men are wounded. Quarters soon get cramped, air is bad and Tommy, although used to noise and nearby head-splitting concussions, begins to develop a headache and his cigarettes taste bad. His twenty-four hour emergency ration is finally opened and he eats what he can. No passage to the rear or along the trenches is possible unless suicide is contemplated, and yet the hail of missiles continues with no remittance. Hours pass, days pass, some preliminary bombardments lasting four or five days, and food, water, patience, and nerves are exhausted by the awful din, the

noisome air, and the crowded quarters with the sickening sights of nearby men disemboweled or otherwise wounded unto death.

Then it is that minds go awry. Predisposing factors of methods of life are variable in their effects. Length of service in the trenches is also an inconstant factor; shell-shock attacks the veterans as well as the recruits. The poor lads with neurasthenic tendencies, with poor nervous reserve or with histories of sapping excesses and habits, begin to experience an ever-growing fear. Their limbs start to tremble, their hearing becomes affected, they cannot talk or see, and when they can be rescued in a lull, they have become jibbing or silent, trembling human animals, almost literally scared to death. The enemy has succeeded not only in demolishing works of defense but in rendering absolutely incapable a varying percentage of the defenders.

Scientifically, the disease may be divided into two classes. One is the pseudo shell-shock following the course outlined in men of unstable nervous equilibrium, deprived of food and made to fear for their lives; and the second class is true shell-shock occurring in men who really sustain blows of falling sand bags, and planks, or are buried in the upheaval of earth following shell explosion. Unfortunately the false division comprises over 95 per cent. of the total number reported and they offer the poorest hope of recovery of the proper martial spirit which the soldiers should have. The true cases have sustained some injury, perhaps to the brain or spinal cord, with distinct but small lesions of these important organs, and from which they generally recover within a fortnight. They may, however, slip on then into the pseudo class and become unfit for active military duty.

The ordinary or pseudo form also causes its victim to be sent to the base hospital. He often arrives on a stretcher paralyzed all over, sometimes he is walking and as he stands awaiting an examination by the receiving medical officer he is trembling in every limb, his hands shake constantly and often he cannot answer questions or talk. The extreme cases cannot hear, talk, or even breathe properly, becoming blue from inefficient blood aeration. They all have headache, intense and continuous, and may lie for several days in a stupor, taking no interest in surroundings, and only taking food when aroused. Terror and its hysterical manifestations continue, one arm or a leg, or both may be falsely and completely paralyzed. Speech and hearing slowly return. A stuttering utterance is common and the headache is everlasting.

At the war's outset these men were designated "sick," they are now considered wounded and are entitled to all benefits arriving to any soldier pierced by a bullet.

The Unconventionality of Kipling—

his habit of stripping off the veneers and penetrating the shams of civilization, of putting the naked facts before you just as they are, is the secret of the unmistakable intensity of the relish of all male readers for Rudyard Kipling who is seen at his best, in that wonderful freshness and vigor of style that electrified the English reading world, in the



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AMERICA AND THE NEW RUSSIA

(CONTINUED FROM PAGE 340)

The congestion of freight at Vladivostok shows no less culpable treachery.

Russian business law will be brought into harmony with modern conditions, particularly the laws and practice relating to bankruptcy, contracts, and the responsibility of managers and directors to stockholders and creditors. It is likely that American authorities will be called upon for advice.

The new government will be much more free to negotiate a new commercial treaty with America. At present we are working under a "gentleman's agreement" conforming largely to the terms of the discarded treaty, but the necessity of a bonafide treaty will be felt after the war.

As is well known, the hindrance to a new treaty has been the Jewish question. Russia has refused to recognize the right of the Russian-born Jew naturalized in America to enter provinces in Russia designated as "Beyond the Pale." The old pale, extending roughly along the western frontier through Poland and the southwest provinces, came to an end through no will of the Russian government. Instead it was destroyed by the advance of German troops which drove the Jews, together with the other refugees, over the face of Russia. The old government steadfastly refused to affirm that the pale would not be reestablished by the police. Any restricted territory of such a sort means a passport system for the entire country, which in turn means a constant restriction of liberty and a restraint on free business.

The proposals of the new government regarding universal suffrage do not exclude the Jews. Thus it might seem that the troublesome Jewish question has been automatically settled, but unfortunately such complicated questions are not so easily disposed of. The immediate complexity of the Jewish problem, aside from the dire plight of the refugees, is the attitude of the soldiers and officers at the front. The Jews have been taught that they are outsiders and their enthusiasm for the war has consequently not run high. But the propaganda which had been spread throughout the army about Jewish delinquencies and treacheries has been far out of proportion to the truth. It may be almost unbelievable in America, but one of the reasons for this constant propaganda was a move on the part of the government to provide a safety vent against revolution during the disbanding of the army. For the government to shout that everything is the fault of the Jews has been a successful and favorite expedient in the past for diverting the minds of the ignorant. There is nothing like satisfying the blindness of anger by affording some object upon which spleen can be vented, and Jewish pogroms have afforded that vent.

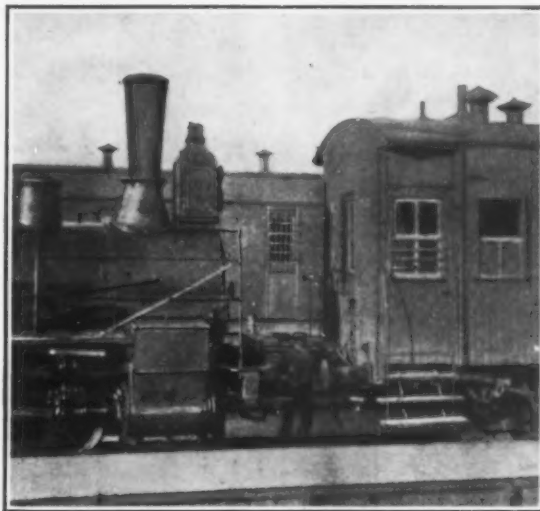
If the Jews are fully recognized as citizens of the new government and if they take an honest part in aiding it, it is hard to see how there can be successful instigations to pogroms through the exciting of vodka-crazed soldiers by wild tales. There will be no unsurmountable reason why Russia should not take up the settling of the Jewish problem as successfully as has any other country. It must be remembered that the Jews have not been singled out alone in Russia for persecution. The Polish Catholics and the Russian old believers have felt the hand of the government. A proof of the possibility of greater tolerance for the Jew can be found in the cordial acceptance by the people of the amnesty which the old government was forced to grant to the Roman Catholics and old believers.

Granted citizenship and freedom of movement in the Empire, a far less number of Russian and Polish Jews will wish to move to America. With restrictions removed



RUSSIA'S STRENGTH HER WEAKNESS TOO

While the Trans-Siberian Railroad has been the empire's only big transportation outlet in winter, during the great war it has proved most inadequate, because it is a single track road. Completed in 1902, it has given great impetus to agriculture and business enterprises as well as to Siberian colonization. Russian financiers dream that in time this road will feed the world from the vast grain lands of Siberia, but just at this time they are chiefly interested in bringing supplies into the country. The continuous route from Petrograd to Vladivostok is 5,481 miles. In 1915 the United States sent nearly \$50,000,000 of merchandise over this road. The picture taken on the main line is America's idea of a side track rather than of a transcontinental route.



ONE CAUSE OF HOLY RUSSIA'S DISCONTENT

Artists have painted the notorious Russian convict trains but few photographers have made pictures. Before the war this train was taking men eastward to Siberia and thousands of political prisoners have taken their last look at Russia through its barred windows. Siberia with all that it stands for in the world's eyes has been a powerful factor in bringing about the revolution. While few believe that Russia's future will be free from internal troubles, for a rich nobility is not likely to give up its power without a struggle, still, the world would rejoice in the abolition of the convict train as it rejoiced at the fall of the Bastille.



ALL THE YOUNG CITIES ARE NOT IN AMERICA

When New York was nearly a hundred years old, Peter the Great—no, not Peter Stuyvesant, but Peter Romanoff—fought his way to the Baltic and won a seaboard for Russia. He settled upon a spot on the River Neva as the strategic place for his capital. Russian nobles were told to erect homes there and the Czar soon had a city built to his order. To-day

Petrograd is second only to Moscow among Russian cities. The retail trading is done in two centers and the marketing in twelve, and as all belong to the city they form a splendid source of income. Textile goods, metals and leather play important parts in Petrograd's commercial life. The vast number of her manufacturing plants are small in output.

against doing business and owning land, Jewish acumen in commerce will be speedily felt in Russia. The Jew, compared to the *monjik*, has a high state of literacy, gained through determined self-education. His standard of living, however, is low. There is no doubt that Jewish hustle, persistence, and the instinct for increasing small businesses through credit will quicken all Russian business, and this competition will not be an unmixed evil in stirring up the Slav. To-day the few Jewish office employees to be found in Petrograd are the pacesetters of efficiency. The Jew, however, will have to do his part in establishing good relations with the Russians.

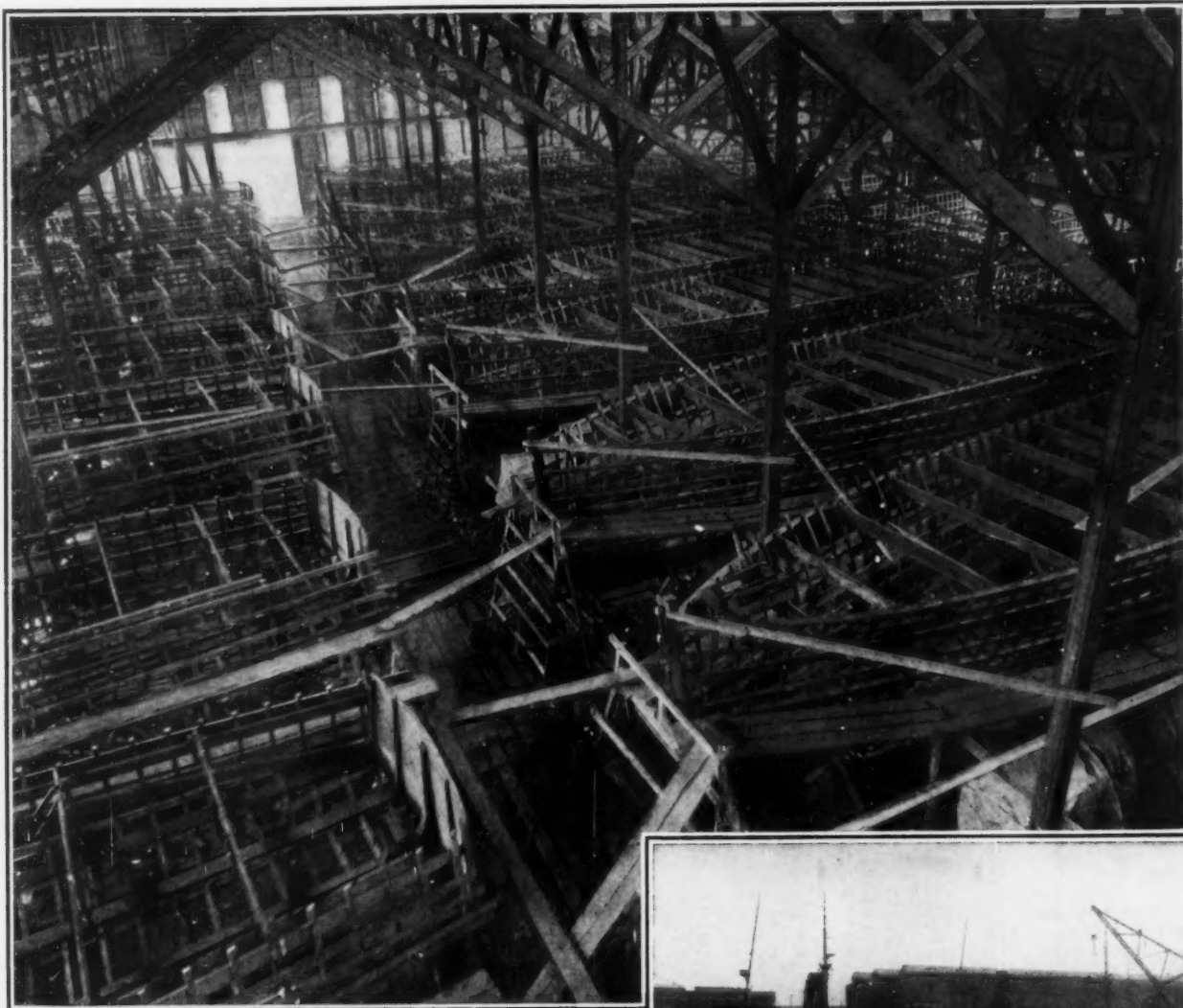
As the new government has gone far toward settling its Jewish problem by granting equal rights, there can be no further contention between America and Russia. With passports abolished for the Jews they will be abolished for the Russians and one of the greatest hindrances to the development of the immense natural resources of the

Empire will be ended. The widest development for Russia under a liberal regime in politics and business will come in sparsely-touched Siberia. Considering the graft and incompetence that went into the building of the trans-Siberian road, one of the unexplained wonders of Russia is that it ever was finished. Since its completion, numerous branch lines have been fitfully started. These are often of different gauges from the main line, necessitating much wasteful reloading. Introduce efficiency and these branches can be extended into a gigantic network without having to draw heavy mortgages on the future, according to advices made by Russian engineers. Much outside help will be necessary and can be liberally paid for. But in the past over all this work there has been the hand of speculation and there have been restrictions in the use of all facilities by both regulations and suspicions. This has prevented more than a beginning in the discovery of the potentiality of the country. America's problems of development have been so similar that any opening up of Siberia cannot fail to offer us opportunity. I know that the men in the new Russian government are sincerely cordial to America. This is not idle talk. It will be up to us to prove that we can help Russia.

But American business has the same need to study Russian character and Russian conditions as did German business in order to know what to sell and how to sell it. It is a necessary primary lesson to learn just what were the exact achievements of the Germans and their detail of organization. From that point we must go on to learn the significance of the German mistake in underestimating the nationalistic Slavophil movement in Russia. The Germans studied the Russian business man and the Russian employer and found him to be unprogressive, indefinite, and inclined to be easy-going and postponing. With the cold analysis of laboratory experimenters they put their fingers on these weak spots, and then developed their marvelous peaceful penetration of the Russian market. They used the superiority of their organizing ability to build upon the Slavic sluggish neglect of organization. German penetration succeeded by finding Russia's weak spots. America will succeed, if she succeeds at all, by realizing the Russians' strong points.

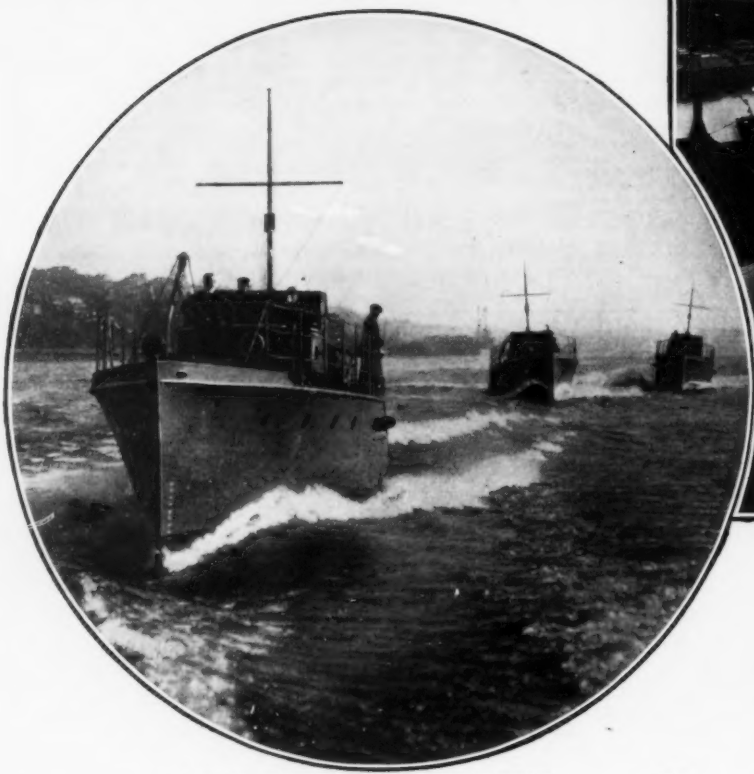
Even before the downfall of the old government I formed the opinion that the stability of business would assume a far greater part and importance in Russian politics than Russians themselves realized. Russia will, in the large, move forward by evolution, an evolution brought about by business development made more rapid by revolution.

SEA WASPS: A NEW NAVAL FORCE



LEWY
SPEEDING UP SHIP-BUILDING

The unusual nature of submarine warfare called for an unusual remedy and Yankee genius supplied it. Up on the banks of the St. Lawrence River an American concern is manufacturing—not "building"—sea-wasps or submarine chasers. England asked for "the biggest boat with the greatest speed that could be built in the shortest time" and the boat that met these demands is now being turned out at the rate of three a day. Each one is 80 feet long, has a 12 foot beam and a draught of four and one-half feet—too shallow to meet mines or torpedoes. Each has a 500-horse power engine, storage room for 2100 gallons of fuel, sufficient for a cruise of 700 miles at a speed of 22 miles per hour or 1500 miles at 12 miles per hour. They can turn in their own length. The maximum speed of a submarine is 18 miles, on the surface, using its engines, or 10 miles submerged, using its motors. Each sea-wasp has comfortable quarters for ten men. Every boat in this picture is in the same stage of completion. Standardization of parts and division of labor has systematized the production of these boats, cut the manufacturing cost and raised the output to the maximum.



A RACE WITH AN IMAGINARY U-BOAT

Every boat is thoroughly tested before it is delivered to make sure that in an emergency its speed will not fall below that of its submarine prey. When every test has been met, the giant crane, seen in the background of the picture at the right, loads the boats on board ships for transportation to England, where each is equipped with a three-inch gun, mounted on the forward deck. Except for the gun, the boats are entirely complete when shipped.



A SWARM OF SEA WASPS

The United States government, recognizing the value of the sea-wasp as a means of keeping open the transatlantic lanes and to protect our own coasts against submarine attack, has ordered that sixty fast "chasers" be built at the Brooklyn Navy Yard. Orders for 200 or more are to be placed with those American concerns which can supply them quickest. These boats are to be 110-feet long, will have a speed of 25 to 35 miles an hour and are to be manned by members of the Naval Militia and the enlisted men's volunteer reserve corps. The boats are to be paid for out of the \$115,000,000 emergency fund appropriated by Congress. England's first order was for 550 of these ships, at \$40,000 each, a total of \$22,000,000. The order was turned out in just 500 days, boats being delivered at the rate of three per day, when once work was under way. End to end the 500 boats would reach eight miles, a third of the way across the English Channel. The boats are used for patrol duty in the English Channel and North Sea, often being used with airplanes. When an aviator discovers a U-boat he drops a smoke bomb above it and all the sea-wasps within sight head for the spot. A submarine can submerge in a few minutes; if it has disappeared before the chasers get to it, they sweep the sea for a radius of ten miles around the spot. At the end of an hour they extend their radius to 20 miles and at the first appearance of the submarine the three-inch gun is brought into use. The submarine chasers can stay at sea for ten days without returning for fuel or other supplies.

EXPORT PROMOTION BUREAU

EDITED BY W. E. AUGHINBAUGH



A FEW OF AMERICA'S FIFTY MILLION SHEEP

Argentina, Uruguay and other South American republics, Australia, New Zealand, the United States, Russia, Great Britain, Ireland, France, Spain, South Africa and India—these are the chief wool-producing countries of the world. From them, in 1915, came 2,872,000,000 pounds of wool, of which, 290,192,000 pounds was the contribution of the United States. From the 50,000,000 sheep in this country comes two-thirds of the wool used here, about eight pounds per capita. The sheep in this picture were pastured in southern Colorado. The western States are the principal wool producers.

"FROM every evil some compensating good results" is a Chinese proverb, the truth of which is being daily demonstrated by the present war. For years London has been the wool market of the world. To its merchants were shipped the fleece from the millions of sheep of Australia, South Africa, New Zealand, Argentina, Uruguay and Canada, there to be sold to buyers for mills situated in Europe and America. To give some idea of the enormity of the trade in raw wool, nearly 500,000,000 pounds were sold in the port of London in 1913, 265,000,000 pounds coming from Australia, 181,000,000 pounds from New Zealand and 6,000,000 pounds from the Falkland Islands. The purchases of the United States for that year, from London merchants, amounted to 45,000,000 pounds, and reached much higher figures in earlier years.

The prohibition of the exportation of wool from the United Kingdom, and its effort to secure options on wool grown in other parts of the world has forced American wool buyers and mill operators to make direct connections with producers throughout the world. I recall my surprise when attending many wool sales in Uruguay and Argentina at the absence of American buyers, although every European country was represented. This condition of affairs has been changed and Americans now attend these auctions at all wool centers and are heavy purchasers. As an evidence of the extent of direct purchasing done by this country, let me state that from July, 1914, to June, 1915, 56,200,000 pounds of Australian wool were imported to the United States, while the Latin-American sheep-raising countries have sold the bulk of their output to American mills.

It is interesting to observe that out of a total of 170,000 bales received during the period above mentioned, 113,960 bales or about 70 per cent. came to the port of Boston, while New York, Providence and Philadelphia received less than 20 per cent. In 1913 we took only 7 per cent. of Australia's wool, while in 1916 we purchased 31 per cent.

Our wool consumption is growing yearly and the home production cannot keep pace with the requirements. This will naturally force our buyers into foreign markets, but there is every indication that after the cessation of hostilities we will not go back to the London market for this staple to the extent that we did before the war.

"What the United States really needs to stimulate this industry," said Dr. E. E. Pratt, Chief of the Bureau of Foreign and Domestic Commerce, of the Department of Commerce, "is the establishment of a wool

auction in this country, patterned after the one in London. My idea is that Boston can successfully maintain such an auction. Boston through her foreign banking connections is now in a position to finance wool producers properly and supply their requirements, while her geographical location for such a trade is ideal."

Some definite action in the way of reprisals against Great Britain for attempting to force American ships to carry British supplies should be immediately taken. There are several instances of American vessels being detained in British ports for months because masters would not agree to carry war necessities. Ship owners cannot afford to have bottoms idle these days, with American cargoes multiplying at every port and foreign markets demanding our goods.

TRADE NOTES

Many American machinery and agricultural implement houses are about to open plants in Russia owing to the unsatisfactory labor situation in the United States.

Japan produced 3,943,000 barrels of cement last year, and is gradually extending her market into localities that depended upon the American-made article.

Owing to the lack of shipping facilities large quantities of sheep and goat skins from Persia, Arabia and India have been accumulating at Aden, Arabia, and a general decline in prices has taken place.

Brazil is producing large quantities of frozen beef of high grade, and is very desirous of entering this market. All that is needed is a line of refrigerating ships and the Brazilian Government is willing to co-operate with any concern in developing this trade.

Bengal, India, purchases \$100,000,000 worth of cotton goods from abroad each year, or in other words 10 per cent. of the total world's trade in this line. The rising cost of production of these goods in English mills gives our manufacturers a chance to enter this profitable market.

ANSWERS TO INQUIRIES

Readers of LESLIE's interested in export trade of any description are invited to ask advice or help from Mr. W. E. Aughinbaugh, who will answer all inquiries promptly by mail. Such answers as are of general interest are printed under this heading. This service is entirely free.

K. A. F. Latin-America is in need of paper of all kinds.

S. E. E. A watch repairer should do well in Winnipeg.

L. W. D. The Standard Oil Co. maintains at its office a school of instruction for young men intended for its foreign departments.

T. J. McC. A chain of American liquor stores would not do well in Latin-America. Natives do not drink American liquors and as a rule are abstemious.

C. A. H. Oil lands in Latin-America are not "taken up" as in the United States. Presidents of republics grant concessions for the right to exploit oil fields and to obtain such a concession means the expenditure of much money. I advise you not to try to enter this field in Latin-America.

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JASPER'S HINTS TO MONEY-MAKERS

WE know what happened in Wall Street when the war broke out, and now the question is what will happen after the war ends? We know that when the war broke out in mid-summer, 1914, the business of our country was depressed, largely because of a low tariff and the consequent uncertainty that always follows tariff changes.

When the war closes, this country's industrial affairs will be put back where they were when the war began and our industries will have less protection and greater competition.

When the war broke out in 1914, our industries were stagnant, our railroads were staggering to maintain themselves, labor was unemployed and capital difficult to obtain for new enterprises. All this was changed. The war created a protective barrier for our industries—a higher protective wall than any tariff bill had ever created. It gave us abnormal prosperity in our steel and iron, shipbuilding, cotton, leather, coal, copper and woolen industries. Bank clearings reached phenomenal figures. Railroads began to pay dividends and industrial corporations to pay extra dividends.

All this is of the present. What will happen after the war closes? Will we go back to the depressed condition of the summer of 1914? If so, will we have another panic? No; the Federal Reserve Banking Law ought to prevent this and the large surplus accumulated by our leading industries has put them all on a safer financial footing and should enable them to weather the gale, temporarily at least.

After the war the whole world will continue to draw on us for supplies of raw material and will utilize these in competing in the sale of manufactured products in this country and in every other. Our wisest statesmen, our ablest financiers are all perplexed about the future and now that we are involved, they are still more perplexed. One significant fact should not escape notice and that is that some of our war munition factories have been cutting down their forces because their foreign war orders are lessening or ceasing entirely. If we are brought into the conflict, these factories will all have plenty to do. In the War between the States, every line of business found its hands full and it was not until some years after the close of the war that the consequent depression was felt. In this view of the case, there is reason to believe that the customary spring rise in the stock market may still be anticipated, to the benefit of those who have patiently held their securities during the recent liquidating period and those who have accumulated stocks while they were at a lower level. I still believe that on any sensational break the market is a purchase.

B., New York: Seaboard Air Line first Consolidated 6's are well regarded and appear safe.

Z., Washington, N. J.: Anglo-French 5's and the 6 per cents. of Bordeaux, Lyons, Marseilles and Paris are all well regarded.

R., Colfax, Wash.: There has been considerable advertising of Scratch Gravel Gold, but the company's mine is but a small producer and the stock is not a safe but a speculative “buy.”

Z., Caledonia, Minn.: A broker in New York quotes American Telephone (par \$10) at 60 cents bid, 95 cents asked. Why then pay \$15 for it? Why, in fact, give any consideration to a stock of so little value?

D., New York: The net earnings of Great Northern for the last half of 1915 were considerably less than for a similar period in the preceding year. But gross earnings from July 1, 1916, to date

show a distinct increase. On any reaction the stock, which has a long dividend-paying record, is attractive.

D., Cincinnati, Ohio: A decreased margin of earnings over Lehigh Valley's 10 per cent. dividend gave rise to rumors that a lower rate would be declared, but officials state that the present dividend will be maintained.

K., Hartford, Conn.: If you should buy Northern Pacific or Southern Pacific, on reactions—due to declaration of war or otherwise—it would be a good purchase. Northern Pacific is the more attractive because of its higher yield.

B., Sistersville, W. Va.: Cosden Oil & Gas and Cosden & Co. rank among the better low-priced oil stocks. Cosden O. & G. pays 2½ per cent. on par (\$5), and Cosden & Co.'s latest quarterly disbursement was 2 per cent. regular and 5 per cent. extra. These issues are still semi-speculative.

D., Marquette, Mich.: As you suggest, stock speculation has been a curse to many people whose lack of knowledge of values and conditions has made them risk more than they could afford on “any old thing.” There would be a great deal less harm done if the mass of investors could be induced to put their money into dividend-paying securities and to avoid wildcat issues.

L., Rouse, Colo.: You can buy foreign bonds through any broker advertising in LESLIE'S. All the issues you mention are probably safe, but Anglo-French and Canadian bonds are better regarded than Russian. With your very limited capital it would be wiser for you to buy first-class American railroad, industrial or public utility bonds or first mortgage real estate or farm mortgage bonds.

L., Mansfield, Ohio: Read the prospectuses of Boulder Tungsten, U. S. Gold Corp. and Cream of Rice carefully and you will find them full of promises, but saying nothing definite about profits or dividends. “The Mines Handbook” says there has been much lurid advertising of U. S. Gold and the corporation is not looked upon favorably. It also says that the Boulder Tungsten Co. refused to give specific information. Under the circumstances, I would leave the stocks of these enterprises severely alone.

M., Denver, Colo.: Generally speaking, bonds issued by flourishing and well-governed counties, cities and towns are safe investments. But it is impossible for me to investigate the financial condition of any but leading municipalities. Aberdeen, Billings and Seattle issues ought to be dependable, for all three are thriving communities. Of the other places mentioned, I have no definite information. You might consult some banker in your city on this subject.

F., Racine, Mich.: 1. The Erie R. R. has of late years experienced a considerable improvement of condition, but not sufficient to assure dividends on preferred and certainly not on common. The Gen. Mortg. 4 per cent. bonds, series A, are no longer convertible and as other bond issues precede them they are not particularly desirable, though probably safe. 2. Copper Range is a large producer, but as it is selling at about 2½ times par, it is high enough for its dividend.

B., Albion, Ill.: Although its dividend rate has

sometimes varied, Illinois Central has been an income yielder since 1863 and is now on a 6 per cent. basis. This record, with the road's big earnings and the possibility of fairer treatment for the railroads, makes its stock very desirable. U. S. Steel common is selling higher than 111. Cent. It pays a lower regular dividend, but has lately declared extra dividends. The Steel Corporation is doing an immensely profitable business and will probably do so while the war continues, and perhaps longer if the tariff rates on steel are restored.

L., Cleveland, Ohio: A change from the hotel business with which you are familiar to sugar or orange growing would be very risky for you. You would be more likely to fall than to succeed.

Should you decide to make the change, don't put all your money in the new business until you have mastered it. It would be safer to buy the stock of some prosperous sugar company than to seek to produce sugar yourself. Fruit plantations, even when managed by experts, are only rarely successful. Many have lost money on them. It would be wiser, on the whole, to put your \$12,000 into seasoned dividend-paying stocks of well-established companies.

C., Neshanic Station, N. J.: Among the lower-priced railroad stocks with speculative possibilities, in case the roads get fairer treatment and earnings continue to be good, are Chicago Great Western pfd., Ontario & Western, Seaboard Air Line pfd., So. Railway pfd., Wabash A pfd., Western Maryland pfd., Denver & Rio Grande pfd., Mo. Pac. pfd. (when issued), N. Y. C. & St. L. second pfd., Wheeling & Lake Erie pfd. Among the cheaper industrials likely to benefit from a spring rise are: American

Can. American Linseed pfd., American Woolen, Baldwin Locomotive, C. F. & I. common, Corn Products common, International Agricultural pfd., Int. Paper common, White Motors and Willys-Overland.

B. J. S., Atlantic City, N. J.: 1. Bethlehem Steel “rights” is not a stock. It represents the value of the privilege given to old stockholders to subscribe for new stock at par. To purchase these rights would be a waste of money if you did not also buy new stock. 2. I see nothing attractive in Tenn. Cop. & Chem., either as an investment or a speculation.

B., St. Louis, Mo. I did not “recommend” either of the stocks you mention. It was a surprise, to learn that both companies were to issue bonds. There had been no hint of such a move and it was unfair to investors to conceal it. In spite of the new fixed charges the companies may earn enough to keep up dividends on preferred. It may be wiser to hold your shares.

F., Allentown, Pa. The Minneapolis, St. Paul, Rochester and Dubuque Electric Traction Co. of Minneapolis (popularly known as the Dan Patch Line.) had a heavy deficit in the year ending June 30, 1915. Matters did not improve, for in December, 1916, the Federal Court ordered foreclosure of the first mortgage bonds and later directed that the company's property be sold at auction on or before May 27 next. As the sale would wipe out the stock, there can be no market for either common or preferred.

Q., Cincinnati, Ohio. Each holder of old Mo. Pac. stock who pays an assessment of \$50 per share receives new stock equal in amount to the old and 50 per cent of the amount of the old stock in general mortgage bonds. These bonds will bear 4 per cent. interest, but will be preceded by other issues. If you should sell the old stock at \$12 and buy new, you would have to pay about \$29 per share. The new would cost you net about \$17. You would thus save \$33 per share, but you would not have the bonds, which are quoted at about 65.

C., New Castle, Pa. Western Maryland's readjustment plan considerably reduces bonded debt and interest charges, though it increases capital stock. After suffering deficits for three years, the company earned a small surplus the last fiscal year, but not enough for interest requirements. Hence the readjustment plan. Whether the new preferred stock will soon, or ever, become a dividend payer, depends on an increase of business and fair treatment of the railroads. The subscription proposition is not in the investment line, for both classes of stocks seem to be long-pull speculations.

D., Danville, Ill. The stockholders of Standard Oil Co. of Ind. voted on March 1, in favor of increasing capitalization from \$30,000,000 to \$100,000,000. It is not generally believed that all of the \$70,000,000 new stock will be issued at once, but a large stock dividend may be given before long. 2. When you buy stock on margin or on the partial payment plan, the stock belongs to the broker until you complete payment. If he should fail, the stock would be a part of his assets and you would be like any other creditor.



GEORGE M. CASSATT
President of the American Chamber of Commerce in London, Eng., which has rendered good service in the promotion of American commercial interests in that country. Mr. Cassatt has done much to make the organization an influential one.



JOHN WILLIS BAER
Former general secretary of Young People's Society of Christian Endeavor, later president of Occidental College of Los Angeles, and recently elected vice-president of the Union National Bank and Union Trust & Savings Bank of Pasadena, Calif.



DANIEL S. WILLARD
President of the Baltimore & Ohio R. R., who was lately appointed chairman of the Advisory Commission of the Council of National Defense. Mr. Willard's task is the mobilizing of American industrial resources in preparation for any emergency.

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The Directors of the Company have unanimously voted to offer to Preferred Stockholders, in full settlement of all deferred dividends—

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- 12 per cent. in Common Stock,

provided, however, that the holders of such an amount of Preferred Stock as the Company and the Committee representing the Preferred Stockholders shall deem sufficient, shall accept said offer by depositing their stock with Bankers Trust Company, Depositary, 16 Wall Street, New York, subject to a Deposit Agreement bearing even date herewith. Copies of this Deposit Agreement, including circular letter to Stockholders, outlining in detail the plan of adjustment, and copies of letter to the bondholders, may be obtained upon application to Bankers Trust Company, Depositary, or from the International Paper Company, whose officers will be glad to answer any inquiries or give any further information that may be desired.

Dated January 31, 1917.

PHILIP T. DODGE, *President.*

To Holders of Certificates for Shares of Preferred Stock of the International Paper Company:

While all but about 15 per cent. of the preferred stock has already accepted the above offer, in order to permit the plan to be carried out it will probably be necessary for the Committee to obtain the acceptance of practically all of the stock. The Committee has extended the time for deposit up to and including March 23, 1917.

Holders of preferred stock are urged to immediately deposit their certificates, duly endorsed for transfer in blank or accompanied by proper instruments of transfer, with the Bankers Trust Company, Depositary, 16 Wall Street, New York City, or with The Merchants National Bank of Boston, Mass., or The Northern New York Trust Co., Watertown, N. Y. Such deposit will impose no expense upon the stockholder, and without further act on the part of the stockholders depositing will constitute their assent to and approval of the financial plan and the proposed adjustment of the deferred dividends, and of all the terms of the deposit agreement, dated January 31, 1917.

Negotiable certificates of deposit will be issued by the Depositaries. Bankers Trust Company certificates of deposit have been listed upon the New York Stock Exchange.

Dated, New York, March 17, 1917.

Counsel:

STETSON, JENNINGS & RUSSELL,
New York City.

Secretary to Committee:

OWEN SHEPHERD,
30 Broad Street, New York City.

Depositary:

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F. N. B. CLOSE, Chairman,
GATES W. McGARRAH,
SAMUEL McROBERTS,
OGDEN MILLS,
RUDOLF PAGENSTECHER,
E. V. R. THAYER,
ALBERT H. WIGGIN,

Committee.

THE WORLD'S

BOND MARKET

NEW proof that the world's financial center has been shifted to the United States is afforded in announcements that additional foreign loans will be floated in this country. Already we have generously financed Great Britain, France, Russia and other lands, but now Britain, France, Italy, Canada, and even Bolivia, are seeking to obtain from Americans an aggregate of hundreds of millions more. It is possible that there will in the future still be further appeals to us for funds from the war-torn or other nations. There is now no country save ours which can supply the means for making an external loan effective.

Although the United States also is about to add to its bond issues, our immense resources appear to be fully equal to providing for all the governmental borrowers. The American loan might become very large were we plunged into a protracted and costly war, but from all appearances the difficulty with Germany will hardly develop into that. Many observers indeed believe that the sudden revolution in Russia pre-figures similar happenings in the Central Empires, with the indirect result of bringing the titanic conflict to a speedy close. Apart from this, however, the general course of affairs indicates that peace will come within a few months. In such event, our expenditures for preparedness and warfare would not run up into billions, as has been apprehended, and the Allies' loan needs would be greatly lessened. Limited in amount by cessation of strife, all the impending government issues should be readily absorbed.

For a time these multiplying governmental bids for money may prove a damper on the senior securities of private corporations. But not for long. The wealth of the nation is accumulating rapidly and sound bonds of any class—railroad, industrial or public utility—showing a good yield, will soon be in as urgent demand as ever by intelligent investors.

D. Baton Rouge, La.: The City of Sherman, Texas, gold 5 per cent. bonds are available as security for postal savings deposits and are exempt from Federal Income Tax. They were lately quoted at prices to yield 4½ per cent. Sherman is a thriving city and has always promptly met its obligations.

M. Saratoga, N. Y.: Among issues with an attractive yield are the \$15,000,000 Erie Railroad 5 per cent. secured gold notes, lately offered at 98½ and interest, to yield over 5¼ per cent. The notes are secured by deposits of general 4 per cent. convertible 4s and Columbus and Erie notes. They are callable at 101 and interest.

C. F. Albany, N. Y.: The first lien sinking fund gold bonds issued by the Eastern States Public Service Company can be had in denominations of \$100, \$500, and \$1000 and the company agrees to pay the normal federal income tax on these bonds. The company operates properties supplying gas and electricity in New Jersey and Pennsylvania.

L. P. Iowa, Ill.: There are now authorized \$790,000,000 of unissued old or new United States bonds and notes. None of the bonds will be acceptable to secure circulation, but the notes could be so used if the Secretary of the Treasury approved. If the Treasury can meet current needs until June, when \$240,000,000 extra taxes are expected, there may be no bond issue at Washington until next fall.

C. Buffalo, N. Y.: The credit of the Dominion and Provincial Governments and leading cities of Canada is so high that they can borrow money in New York at lower rates than the European nations. Recently Montreal arranged a loan in New York to redeem its issues held in London. Toronto now plans to redeem \$32,000,000 of its debentures maturing in London by means of a new loan in New York.

R. Oyster Bay, N. Y.: A public sale of \$25,000,000 30-year 4 per cent. New York State gold bonds, will be held on April 5 at the State Comptroller's Office, Albany, N. Y. These bonds are exempt from all taxation, are legal investments for trust funds and will be issued in coupon or registered form. Coupon bonds will be in denominations of \$1000 and registered in \$1000, \$5000, \$10,000 and \$50,000.

G. Bangor, Pa.: Lately \$300,000 of the Salt Lake, Garfield & Western Railway Company's first mortgage 6 per cent. gold bonds were offered at a price to net 5¼ per cent. They are due serially September, 1919 to 1941, are callable at 104 and are issued in denominations of \$100, \$500 and \$1000. The road serves a population of 120,000. The net earnings are 4½ times interest requirements of the bonds.

F. Boston, Mass.: The 10-year convertible 5 per cent. gold notes of the Central Argentine Railway were offered at 100 and interest. The railway has 3,300 miles of track, connecting Buenos Aires with the interior, and serving the most densely populated section of Argentina. During the past ten years the company's net income averaged over 4 times fixed charges, and the road's dividends averaged 5.6 per cent. on common stock.

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A SEVENTEEN-YEAR REVOLUTION

(Continued from page 346)

tionaries surrounding the Czar again gained control.

The turbulent years of 1904 and 1905 saw many strikes and riots, culminating in those terrible days when, under the leadership of Father Gapon, a large body of men and women marched to the Winter palace in order to submit their grievances to the Czar. They were met by troops and in the ensuing massacre several hundreds were killed and thousands wounded. The world knows that day as Red Sunday.

Strikes and riots then broke out throughout the empire and, although the country was engaged in the disastrous war with Japan, the internal conditions became desperate. However, the government made certain concessions and as a result the revolt was snuffed out. One of these concessions was the establishment of the Duma. But the restrictions surrounding the organizing of the Duma immediately caused new dissatisfaction. Renewed strikes resulted and the country was so seriously crippled that the government yielded and announced that it would grant "civil liberty, based on real inviolability of the person, and freedom of conscience, speech, union and association." It also extended the powers of the Duma, popular franchise and particularly the right of the Duma to approve laws. But the government immediately broke faith, and organized massacres by troops of the populace in many parts of the empire followed.

Despite months of desperate resistance, resulting insurrections were crushed. The Czar again introduced a more liberal policy and the net result of the agitation was a fair approach to general manhood suffrage. For several months the country went along with only minor disorders, but in the summer of 1906 a clash over agrarian policies brought about the dissolution of the Duma. Members of that body then appealed to the country to defend its rights by refusing to pay taxes or to enter the army. Insurrection again broke out and the old days of The Terror returned. Siberia was the weapon of the government, the bomb the weapon of the radicals.

In the new election in the Spring of 1907, despite the best endeavors of the government, a radical Duma was returned. This Duma was immediately dissolved and a new Duma, in hearty sympathy with the government, forced upon the country. For the next five years the government virtually ignored the Duma. During this period, Finland was stripped of its liberties and the lives of the Jews reduced to intolerable conditions. The constant and blind repression which the government practised stimulated resistance and, even though virtually voiceless in the affairs of their country, the opposition of the Russian people gained ground.

The fourth Duma elected in 1912, although at first favorable to the government and apparently its tool nevertheless responded to the intellectual awakening which was now under way. Gradually a policy of what might be called commonsense took the place of the brutal and arrogant methods that had been pursued for ten years. But the spirit of liberty was abroad and discontent grew. The government was probably facing its most critical internal crisis when the Great War broke out in 1914. It is not improbable that the government welcomed this war in order to avoid an internal situation which would have unquestionably been a life and death struggle between the people and the aristocracy. The working classes rallied at once to the defense of the empire.

But a heavy percentage of the aristocracy proved to be pro-German and during the last three years the prosecution of the war

has been active and retarded in proportion to the ascendancy or ebbing of the influence of the pro-German element. In recent days German sympathizers, cooperating with those in power, paralyzed the national effort and made inert the mobilized strength of Russia's army. Then, and not until then, did the mighty bear awaken and



NICHOLAS II. AND GENERAL BRUSILOFF AT THE FRONT

Reports from Petrograd during the war have told of the Czar's numerous visits to his armies. It is difficult in America to realize the veneration for the Little Father which the church has taught the Russian peasant. Though pauperized by taxes, the inhabitants of villages would walk miles to kiss the ground on which the Czar had trod.

assume the guidance of his own destinies.

Whether or not the House of Romanoff nominally retains the throne of Russia seems now a small matter, for the people have demonstrated their power and will not be denied. While the present active revolution may be said to have begun with the new



OUR AMBASSADOR TO RUSSIA

Though under the Czar's rule it was forbidden to take photographs in Petrograd, here is Mr. David M. Francis in front of the American embassy. Mr. Francis was a former governor of Missouri and has been in public life over thirty years.

century, it is a hundred years and more since hope of political freedom was first kindled in Russian breasts.

In 1815 Russian soldiers, allied with all Europe against Napoleon, first saw the effect that liberty had upon men who had been ground down beneath a government similar to their own. Before that time only the traveled or intellectual among Russians had any idea what freedom meant. It has taken a century for the seed sown by the invasion of France to grow within the walls of Russian autocracy into trees with roots sufficiently strong to undermine and weaken those walls until they fell. While France overthrew the House of Bourbon by one tremendous effort, the Russian people have risen countless times in units, tens and thousands, only to offer their lives in vain.

Up to recently the history of Russia has been more the history of the diplomacy and wars of the Romanoffs than the story of a people. There is a certain grim humor in the fact that the greatest among the Czars may be held directly responsible for the final overthrow of his house, for Peter the Great created the policy that eventually ranked Russia among the nations of Europe. Up to his time its social and political fabric was Eastern. Slow and tedious as has been the intellectual awakening of Russia, the foundations upon which it now stands were laid by Peter.

It is over three hundred years since the Romanoffs came into power in Russia and more than two hundred since Peter I. began the modernization of the country.

Peter's reforms were directed against old Eastern and barbaric evils which weakened the country and dissipated its energy. Naturally his new plans were not welcome to men who lacked initiative, ignored responsibility, and held the middle and lowborn as mere pawns of a feudal system. But, by sheer force of personality, he crowded upon the Russian nobility a veneer of Western refinement and habits that gradually drew the country closer to European standards.

Had a ruler risen to carry out the great Czar's plans, it is not likely that three hundred years would have been required to elevate Russia to a position where the intellectual people of the country could successfully assert themselves. But, in the centuries following his reign, such strength as was shown by the men and women who sat upon the throne was directed largely to the support of the aristocracy and little endeavor was made for general advancement.

It is an interesting point in connection with the history of Russia, that two of the strongest rulers have been women. The Empress Elizabeth, daughter of Peter the Great, who did much to carry out her father's ideas and the Empress Catherine who ruled Russia from 1762 to 1796, and who, despite her vices and cruelty, did much to elevate its standing among the nations of the world. It is particularly interesting at this time, however, to know that it was the Empress Catherine who first announced the principle of armed neutrality under conditions not dissimilar to those that face America at the present day.

In 1780, when England was warring on America and France, the British control of the seas resulted in great hardship to neutral shipping. Catherine formed an agreement with other European nations that "free ships make free goods."

In her now famous proclamation she laid down three fundamental rules. First, that neutral ships may freely sail from port to port and along the coast of belligerent nations. Second, that a blockade, to be recognized, must be effectual and real. Third, that except in the case of contraband free ships make free goods.



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WHO'S NEXT?

At the beginning of the last century Napoleon started out to achieve a place in the sun. For a time Europe was at his mercy. Only by the might of Great Britain was the United States, along with the rest of the world, saved from his dominion. Eight million lives were sacrificed through his selfish ambition. He heartlessly prosecuted his own schemes regardless of the life, liberty and happiness of other individuals and nations. He was a War God and loved the game—a gambler

"Whose game was empires, and whose stakes were thrones,
Whose table earth, whose dice were human bones."

This wonderful man also believed that God is on the side of the heaviest artillery and the strongest battalions; but found that smok-

ing blood and the tears of the widowed and orphaned are formidable pleaders.

Stern Fate decreed it was time this vast egoist should fall. His excessive weight in human destiny disturbed the balance. The incorruptible and supreme equity asserted itself. The groanings of the slaughtered, the supplications of the downtrodden had not fallen on ears deaf to the call of humanity. There was no pusillanimous palter—no words—no notes—but DEEDS, brave deeds, straight from the shoulder. The answer to this call was—SAINT HELENA! WHO'S NEXT? Will History repeat itself? Has History ever failed to repeat itself? The answer to this and hundreds of other questions of vital interest to every American today is found in the ten sumptuous volumes of

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